STIC
Scientific and Technical Information Center

Search Report
EIC 3600

To: Examiner Sheetal Rangrej Location: KNX 5D71 Art Unit: 3686 Date: Wednesday, November 04, 2009 Case Serial Number: 10/620718	From: Ginger R. DeMille Location: EIC3600 KNX 4B68 Phone: (571) 272-3522 Ginger.demille@uspto.gov

Search Notes

Dear Examiner Rangrej:

Please find attached the results of your search for the above-referenced case. The search was conducted using Dialog's Business Methods Template databases.

I have listed *potential* references of interest in the first part of the search results. However, please be sure to scan through the entire report. There may be additional references that you might find useful.

If you have any questions about the search, or need a refocus, please do not hesitate to contact me.

Thank you for using the EIC, and we look forward to your next search!

Note: EIC-Searcher identified "potential references of interest" are selected based upon their apparent relevance to the terms/concepts provided in the examiner's search request.

I. Potential References of Interest

A. Dialog

DESCRIPTORS: Health insurance;

...ABSTRACT: be especially helpful to consumers who spend large sums on
services and products such as over-the-counter drugs. Up until now,
though, organizers of health discount programs have done a poor
job of attracting the attention of the mainstream benefits community, Tarre
said. Universal Health sells its health discount cards mainly through...

...Assurance Co., Los Angeles, recently began selling is version of
Universal Health cards through worksite marketing programs. Manufacturers
of ancillary benefits cards also sell through multi-level
marketing programs.
TEXT: Health card discount programs are beginning to add
discounts on care from medical doctors and mainstream hospitals to their
offerings.

Traditionally, health card sellers emphasized discounts on dental exams,
eyeglasses, chiropractic care and other "ancillary" products and services
not included in basic health insurance.

But CorVel Corp., Irvine, Calif., shook up the health card world in April
by introducing a card that provides "100 percent co-pay" access to...

...promotional materials from Care Entree and documents HealthCore filed
with the U.S. Securities and Exchange Commission. Terry Tullo, vice
president of sales at Universal Health Systems, Dallas, said
consumer demand is driving the rush to add basic medical discounts to the
discount cards.

Today, she said, "you have 44 million uninsured Americans," Ms. Tullo said.

Uninsured Americans are not the only U.S. residents facing gaps in health
coverage. Many employer-sponsored health plans place tight
restrictions on reimbursement for alternative care or out-of-network care
of any kind. Other plans deny coverage for treatment of conditions such...
...s office or hospital without the support of a preferred provider network

or health maintenance organization may be able to persuade providers to
reduce their "list prices." But patients who are shy or
unsophisticated may be stuck paying the full price, experts said.

Howard Tarre, a senior consultant with the Kwasha Lipton...

...products such as overthe-counter drugs.

"There are a lot of drugs that are very expensive," Mr. Tarre said.

Up till now, though, organizers of health discount programs
have done a poor job of attracting the attention of the mainstream benefits
community, Mr. Tarre said.

Entrepreneurs first began organizing national health discount
programs in the late 1980s.

A sister company of Universal Health, Coast to Coast Vision Plan, helped
give birth to the industry in 1989 by organizing...

...vision coverage. This is an opportunity to expand the options that
employers can provide to their employees."

Manufacturers of ancillary benefits cards also sell through multi-
level marketing programs.

Dozens of multi-level marketing Web sites have sprung up
to advertise ancillary benefits cards under names such as the Omega Card
and the Vitae Health Discount Card.

Three other...

7/3,K/25   (Item 9 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c) 2009 Gale/Cengage. All rts. reserv.

10260278   SUPPLIER NUMBER: 20798807   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Health Cards Move Into Medical Market.(discount programs)
Bell, Allison
National Underwriter Life & Health-Financial Services Edition, v102, n23,
p29(1)
June 8, 1998
ISSN: 0893-8202   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 953   LINE COUNT: 00081

Health Cards Move Into Medical Market.(discount programs)

TEXT:
     Health card discount programs are beginning to add
discounts on care from medical doctors and mainstream hospitals to their
offerings.
     Traditionally, health card sellers emphasized discounts on dental
exams, eyeglasses, chiropractic care and other "ancillary" products and
services not included in basic health insurance.
     But CorVel Corp., Irvine, Calif., shook up the health card world in
April by introducing a card that provides "100 percent co-pay" access to...

...market a card that offers discounts of 20 percent or more on primary care, hospital care and other basic medical services.

Two other companies, Universal Health Systems. Dallas and HealthCore Medical Solutions, Grandview, Mo., say they plan to add discounts on basic medical care to their health discount cards as soon as ...

...promotional materials from Care Entree and documents HealthCore filed with the U.S. Securities and Exchange Commission.

Terry Tullo, vice president of sales at Universal Health Systems, Dallas, said consumer demand is driving the rush to add basic medical discounts to the discount cards.

Today, she said, "you have 44 million uninsured Americans," Ms. Tullo said.

Uninsured Americans are not the only U.S. residents facing gaps in health coverage. Many employer-sponsored health plans place tight restrictions on reimbursement fir alternative care or out-of-network care of any kind. Other plans deny coverage for treatment of conditions such...

...s office or hospital without the support of a preferred provider network or health maintenance organization may be able to persuade providers to reduce their "list prices." But patients who are shy or unsophisticated may be stuck paying the full price, experts said.

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A sister company of Universal Health, Coast to Coast Vision Plan, helped give birth to the industry in 1989 by organizing...

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Manufacturers of ancillary benefits cards also sell through multi-level marketing programs.

Dozens of multi-level marketing Web sites have sprung up to advertise ancillary benefits cards under names such as the Omega Card and the Vitae Health Discount Card.

Three other...

 PRODUCT/INDUSTRY NAMES: 6322000 (Health Insurance); ...

...8000151 (Preferred Provider Health Plans)

7/3,K/40   (Item 1 from file: 9)
DIALOG(R)File   9:Business & Industry(R)
(c) 2009 Gale/Cengage. All rts. reserv.

01574540 Supplier Number: 24287948   (USE FORMAT 7 OR 9 FOR FULLTEXT)
Health Cards Move Into Medical Market
(Health card discount programs are starting to add discounts on

care from medical doctors and mainstream hospitals to their offerings)
National Underwriter Life & Health-Financial Services Edition, v 102, n 23
, p 29+
June 08, 1998
DOCUMENT TYPE: Journal   ISSN: 0028-033X   (United States)
LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 850

     (USE FORMAT 7 OR 9 FOR FULLTEXT)
(Health card discount programs are starting to add discounts on
  care from medical doctors and mainstream hospitals to their offerings)

ABSTRACT:
Health card discount programs are starting to add discounts on
care from medical doctors and mainstream hospitals to their offerings.
CorVel Corp (Irvine, CA) launched a card that provides...

...Fort Worth, TX) launched a Web site that offers discounts of 20% or more
on primary care, hospital care, and other basic medical services. Universal
Health Systems (Dallas) and HealthCore Medical Solutions
(Grandview, MT) have reported plans to add discounts on basic medical care
to their health discount cards as soon as...

...bil a year out of their own pockets for personal health care expenses.
Article gives consumers tips about what they should look for in these
health card discount programs.

TEXT:
BY ALLISON BELL

Health card discount programs are beginning to add discounts on
care from medical doctors and mainstream hospitals to their offerings.

Traditionally, health card sellers emphasized discounts on dental exams,
eyeglasses, chiropractic care and other "ancillary" products and services
not included in basic health insurance.

But CorVel Corp., Irvine, Calif., shook up the health card world in April
by introducing a card that provides "100 percent co-pay" access to...
Care Entree, Fort Worth, Texas, has set up a Web site to market a card that
offers basic medical services.

Two other companies, Universal Health Systems, Dallas and
HealthCore Medical Solutions, Grandview, Mo., say they plan to add
discounts on basic medical care to their health discount cards as soon as
...

...promotional materials from Care Entree and documents HealthCore filed
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Terry Tullo, vice president of sales at Universal Health
Systems, Dallas, said consumer demand is driving the rush to add
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Uninsured Americans are not the only U.S. residents facing gaps in health
coverage. Many employers-sponsored health plans place tight
restrictions on reimbursement for alternative care or out-of-network care
of any kind. Other plans deny coverage for treatment of conditions such...
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Manufacturers of ancillary benefits Cards also sell through multi-
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to advertise ancillary benefits cards under names such as the Omega Card
and the Vitae Health Discount Card.

Three other...

? t7/3,k/all

 7/3,K/1   (Item 1 from file: 149)
DIALOG(R)File 149:TGG Health&Wellness DB(SM)
(c) 2009 Gale/Cengage. All rts. reserv.

01770691   SUPPLIER NUMBER: 20798807   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Health Cards Move Into Medical Market.(discount programs)
Bell, Allison
National Underwriter Life & Health-Financial Services Edition, v102, n23,
p29(1)
June 8,
1998
PUBLICATION FORMAT: Magazine/Journal   ISSN: 0893-8202 LANGUAGE: English
RECORD TYPE: Fulltext TARGET AUDIENCE: Trade
WORD COUNT: 953   LINE COUNT: 00081

Health Cards Move Into Medical Market.(discount programs)

TEXT:
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care of any kind. Other plans deny coverage for treatment of conditions
such...
...s office or hospital without the support of a preferred provider network
or health maintenance organization may be able to persuade providers to
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     Three other...

7/3,K/2   (Item 2 from file: 149)
DIALOG(R)File 149:TGG Health&Wellness DB(SM)
(c) 2009 Gale/Cengage. All rts. reserv.

01364639   SUPPLIER NUMBER: 12338142   (USE FORMAT 7 OR 9 FOR FULL TEXT)
The shady business of Nature's Sunshine.
Raso, Jack
Nutrition Forum, v9, n3, p17(7)
May-June,
1992
PUBLICATION FORMAT: Newsletter   ISSN: 0748-8165 LANGUAGE: English
RECORD TYPE: Fulltext TARGET AUDIENCE: Consumer; Professional
WORD COUNT: 4679   LINE COUNT: 00416

TEXT:
        Multilevel marketing (also called network
marketing) is a form of direct sales in which "independent"
distributors sell products, typically to their friends and acquaintances.
Distributors can buy products "wholesale," sell them...
...   Systems Guide to Natural Health. The loose leaf binder contains a
congratulatory form letter, a product catalog, a manual of policies and
procedures, four different price lists, distributor
applications, order forms, a receipt book, and flyers concerning products,
payment plans, discounts for new distributors, and group insurance. The
policies and procedures manual...

...more specialized support for the particular system." Complementary
products are single-ingredient items "for individuals who want to round out
the systems approach to holigic health."
        The circulatory system's "key" product is Mega-Chel, which
contains 12 vitamins, 9 chelated minerals, choline, inositol, PABA,
bioflavonoids, fish oils, adrenal substance, thymus substance, and spleen
...was a 5-day program given several times a year at the company" home
office. Its purpose was to train people "to really be Natural Health
Counselors." The program included "in-depth training in iridology,
muscle-testing and nutritional supplements." However, "business and legal
information will be woven into the fabric of how to...

B. Additional Resources Searched

No references of interest obtained from the additional resources that were searched.

II. Inventor Search Results from Dialog

No inventor search results of interest were obtained.

III. <u>Text Search Results from Dialog</u>

A. Full-Text Databases

```
? show files;ds
File  15:ABI/Inform(R) 1971-2009/Nov 03
        (c) 2009 ProQuest Info&Learning
File  16:Gale Group PROMT(R) 1990-2009/Oct 09
        (c) 2009 Gale/Cengage
File 148:Gale Group Trade & Industry DB 1976-2009/Oct 15
        (c) 2009 Gale/Cengage
File 160:Gale Group PROMT(R) 1972-1989
        (c) 1999 The Gale Group
File 275:Gale Group Computer DB(TM) 1983-2009/Oct 05
        (c) 2009 Gale/Cengage
File 621:Gale Group New Prod.Annou.(R) 1985-2009/Sep 25
        (c) 2009 Gale/Cengage
File   9:Business & Industry(R) Jul/1994-2009/Nov 03
        (c) 2009 Gale/Cengage
File  20:Dialog Global Reporter 1997-2009/Nov 04
        (c) 2009 Dialog
File 610:Business Wire 1999-2009/Nov 04
        (c) 2009 Business Wire.
File 613:PR Newswire 1999-2009/Nov 04
        (c) 2009 PR Newswire Association Inc
File  24:CSA Life Sciences Abstracts 1966-2009/Nov
        (c) 2009 CSA.
File 634:San Jose Mercury  Jun 1985-2009/Oct 28
        (c) 2009 San Jose Mercury News
File 636:Gale Group Newsletter DB(TM) 1987-2009/Oct 09
        (c) 2009 Gale/Cengage
File 810:Business Wire 1986-1999/Feb 28
        (c) 1999 Business Wire
File 813:PR Newswire 1987-1999/Apr 30
        (c) 1999 PR Newswire Association Inc
File  13:BAMP 2009/Nov 03
        (c) 2009 Gale/Cengage
File  75:TGG Management Contents(R) 86-2009/Oct W1
        (c) 2009 Gale/Cengage
File  95:TEME-Technology & Management 1989-2009/Oct W2
        (c) 2009 FIZ TECHNIK


Set     Items    Description
S1     339802    (MULTILEVEL OR MULTI()LEVEL OR TIERED OR TIER OR PYRAMID OR
                 NETWORK OR NETWORKED OR MATRIX OR UNILEVEL OR UNI()LEVEL)(2W-
                 )(MARKETING OR PLAN OR PROGRAM? ? OR PROGRAMME? ? OR OFFERING
                 OR PLANS OR SCHEME? ?) OR MLM
S2      18058    (HEALTH OR HEALTHCARE OR HEALTH()CARE OR MEDICAL)(2W)(PLAN
                 OR PLANS OR PROGRAM OR PROGRAMS OR PROGRAMME OR PROGRAMMES OR
                 SYSTEM OR SYSTEMS OR INSURANCE OR OPTIONS? ?) OR MEDICARE OR -
                 MEDICAID
S3      18058    S1 AND S2
S4       3219    (PRICE OR PRICES OR PRICING OR CHARGE OR CHARGES OR FEE OR
                 FEES)(3N)(LIST OR LISTS OR MENU OR ITEMI? OR CATALOG OR SHEET
                 OR SHEETS)
```

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S5          155    S3 AND S4
S6           76    S5 NOT PY>2002
S7           49    RD  (unique items)
? t7/3,k/all

 7/3,K/1     (Item 1 from file: 15)
DIALOG(R)File  15:ABI/Inform(R)
(c) 2009 ProQuest Info&Learning. All rts. reserv.

02431953  196433151
Neoforma may change share accounting
Anonymous
Hospital Materials Management  v27n9  PP: 17  Sep 2002
ISSN: 0888-3068  JRNL CODE: HMA
WORD COUNT: 3640
```

...TEXT: should save money for both hospitals and the distributor.

One of the first customers to sign up for the BillingZone service was
five-hospital]nova Health System, Fairfax, Va. Gary Wagner,
assistant vice president of materials management, said the service has
lowered costs while improving Inova's relationship with its distributor.

Zimmer...equipment and disposables, reflecting a recent trend of more
capital spending in the health care industry.

Medline Industries, Mundelein, Ill., in July began offering its "Tier
One" program to ensure ready access to surgical instruments.

The Tier One program features 2,000 of the most commonly used
Konig instruments and ensures that they are in stock and ready to ship when
a hospital needs...use of online forms while creating a verifiable audit
trail

* Communicate, negotiate and make decisions regarding products, and
synchronize product changes online

* Streamline contract activation, price management and catalog
management processes between trading partners.

The Healthcare Information and Management Systems Society (HIMSS), Chicago,
and CPRI-HOST merged their operations in July. The two organizations...

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 7/3,K/2     (Item 2 from file: 15)
DIALOG(R)File  15:ABI/Inform(R)
(c) 2009 ProQuest Info&Learning. All rts. reserv.

02301397  101626120
Charting IT's costs
Leon, Mark
InfoWorld  v24n3  PP: 36-37  Jan 21, 2002
ISSN: 0199-6649  JRNL CODE: IFW
WORD COUNT: 1504
```

...TEXT: group CTOs," he says.

The investment managers group had plans to implement software from Business Engine, a San Francisco-based PSA vendor. The vendor reports list prices at $1,000 per seat with volume discounts available. "Typically at Merrill Lunch they would have just gone ahead with the project on their own...

...every month. ... PSA can really show the top brass what they are paying for."

Billing for internal services

Avery Cloud, CIO of Integris, a statewide health system in Oklahoma City, believes users need to know that internal IT does have costs. "Every month we send a no-pay invoice to each division...

...Microsoft SQL Server. "We had limited functions running by January," be says, "and by March we were up and running with phase one."

The PSA list price ranges from $1,000 to $1,800 per user with some volume discounts available, Changepoint reps say. Cloud reports the total software license cost for...Francis Group in Westport, Conn.

* Business Engine, PSA: The San Francisco-based company recently announced that Project 2002 will be embedded in its Business Engine Network offering.

* Changepoint, Business Process Automation: The Toronto-based vendor offers individual worker performance monitoring -- performance scorecards based on customizable metrics with the traditional PSA offerings.

* Evolve...

 7/3,K/4   (Item 4 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2009 ProQuest Info&Learning. All rts. reserv.

00901099 95-50491
Grants Outcomes
Anonymous
Health Affairs v13n3 PP: 251-260 Summer 1994
ISSN: 0278-2715 JRNL CODE: HAF
WORD COUNT: 5785

...TEXT: and inadequate reimbursement levels are just a few of the daily crises [these persons] face -- crises generated not by their illness, but by the American health care system itself," the grantee's administrator, Daniel T. Bross, said. The Glen Eagles Foundation also contributed, and The Henry J. Kaiser Family Foundation supported coalition building...

...Irvine Foundation will consider funding this California Women's Health Project for an additional four years. The project is part of Irvine's Women's Health Program, approved in March 1994. (See page 260 of this volume for more detail.) $215,000 over one year. Funded by The James Irvine Foundation.

Information...presentations by economic and health policy experts and questions from participants. It is designed to replicate, as closely as possible, the "debate over budget and health care reform options currently underway in Washington," according to the grantee. Participants actually "work together to set their own budget and deficit goals." A final report summarizing the...

...Care Quality, Seattle, WA. The John A. Hartford Foundation previously has made grants to groups based in seven states for each to develop a Community Health Management Information System (CHMIS), which uses computer-based technology to facilitate "the acquisition and analysis of needed health care data" and improve "the efficiency of the financial and...

...year. Funded by The Henry J. Kaiser Family Foundation.

RAND, Santa Monica, CA. Under this grant, RAND experts are preparing a guide to assist Community Health Management Information System groups with data acquisition, analysis, and reporting. The guide also will help consumers to contrast health plans' appropriateness and effectiveness measures and help providers to improve service quality. A range of methodological issues, including "meeting the need for statistical validity," will be...
...will establish the California Health Information Project, which will provide data needed by state and local policymakers and help California to develop a strong public health information system. Policymakers and public health workers eventually will be s able to pinpoint the needs of vulnerable populations and see the extent of all state residents...

...study and report (expected to be published in December 1995) with recommendations on how to increase the emphasis on primary care in the U.S. health care system. "The study will focus on the health needs of the population and the functions of primary care in meeting those needs" and will develop a...

...two years. Funded by The Pew Charitable Trusts.

National Committee for Quality Assurance (NCQA), Washington, DC. With this funding, the NCQA plans to apply the Health Plan Employer Data and Information Set (HEDIS) to Medicaid managed care plans. The NCQA is collaborating with the Health Care Financing Administration (HCFA) to finalize new and adapted performance measures by September 1995. The American Public Welfare Association's State Medicaid Directors Group and a development team (including consumer, state Medicaid, and health plan representatives) are also working on the project. The effort will entail research, a measurement testing phase, and a dissemination period during which the NCQA will...

...maternal and child health care. "is public/private collaboration makes sense as HCFA is seeking to set guidelines for quality of care that both address Medicaid members' needs and are equal to commercial standards," said Bruce Vladeck, HCFA administrator, in a press release. $329,000 over sixteen months. Funded by The...

...director. Workshop participants will include clinicians, consumer

advocates, ethicists, health economists, and policymakers. The project's
goals are to come up with recommendations for genetic health
care policies and programs; publish reports, written by a
health journalist, on current and probable genetics developments and their
impact on health care; and advance suitable policies and actions...

...in New York City. Nancy Barrand, Robert Wood Johnson Foundation (RWJF)
senior program officer, provided some early lessons from the foundation's
State Initiatives in Health Care Reform Program, which
uses states as "laboratories" to test different reform approaches. Lessons
include: (1) Policymakers' dedication to reform is essential; (2) to attain
public support, states...
...enforcement, strict sentencing, and interdiction; 44 percent preferred
drug abuse prevention, education, and treatment efforts and job
opportunities. When the poll was conducted, the Clinton health reform
plan included the availability of thirty-day drug treatment programs
for addicted persons. Respondents were asked if that was acceptable or if
the plan should offer...on "Public Health in the Inner City: The Effects of
Health Care Reform" prior to the Council on Foundations meeting in May
1994. Thomas Bruce, health program director at the W.K. Kellogg
Foundation, discussed its Community-Based Public Health Initiative. (See
Health Affairs, Winter 1992, page 228.) Robert Eckardt, senior program...

...spoke. For more information, contact Grantmakers In Health, Suite 1102,
1350 Connecticut Avenue, NW, Washington, DC 20036.

"Health Reform in Rural Communities: Implementing an Integrated
Health Care Delivery System under Health Reform," a study
funded by the Kansas Health Foundation, was published in February 1994. The
paper describes seven characteristics that define an "integrated...
competition model for national health reform may both help and harm
children with special needs. The positive and negative sides (for these
children) of eliminating Medicaid (an element of some reform
proposals), reducing risk selection, and emphasizing primary care are some
of the policy issues discussed. A section on "State Health
Programs for Special Populations and Children" also is included. A
Free, single copy of the report is available from NASHP, Suite 502, 50
Monument Sqwae, Portland...

...Donner, Earhart, and Sarah Scaife foundations funded the research. Grant
watchers will find the discussion stimulating. For information on ordering
the book, which has a list price of $55, contact Greenwood
Publishing Group, 88 Post Road West, Box 5007, Westport, CT 06881,
800-225-5800.

Knowing What the Problem Is . . . And Getting...

...report, contact Milbank Memorial Fund, One East Seventy-fifth Street,
New York, NY 10021,212-570-4800.

Market Reforms and Regulation: Lessons from Europe's Health
Care Systems, funded by The Robert Wood Johnson Foundation, was
published by the Economic and Social Research Institute (ESRI) in March
1994. The authors suggest that Americans should study the health
systems of certain European countries (Germany, the Netherlands,
Sweden, and the United Kingdom) and their recent "fine-tuning" reforms. One

thing that some may not realize...Potter, HHMI, 4000 Jones Bridge Road,
Chevy Chase, MD 20815-6789.

The James Irvine Foundation's board approved a $5 million, five-year
Women's Health Program in March 1994. The program's aim is to
"help ensure that the health needs of California women, particularly
low-income women and women of color, are met under [state] health
system reform," according to the foundation. A limited number of
mostly multiyear grants are being awarded in the categories of community
grants, leadership development, and public...

...Plaza, San Francisco, CA 94105.

The Robert Wood Johnson Foundation bought a two-hour block of prime time
costing $2.5 million -- from NBC television network for a
program focusing on the health care reform debate. The special was
shown 21 June 1994 and anchored by Tom Brokaw. RWJF spent another million
dollars to...

 7/3,K/5   (Item 5 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00885165 95-34557
"The rusty ribbon": John Herbert Orr and the making of the magnetic
recording industry, 1945-1960
Morton, David L
Business History Review v67n4 PP: 589-622 Winter 1993
ISSN: 0007-6805 JRNL CODE: BHR
WORD COUNT: 11298

...TEXT: contrast to the European networks, American networks defined
themselves in terms of wired program distribution. Recording represented a
threat, both because the recording of a network program was
piracy of the network's product and because it was technically possible to
operate a network by distributing recorded rather than live programming.
Radio...managers and factory employees to consult him on personal and
business matters. He was paternalistic toward his factory employees,
offering a range of benefits including health insurance in
addition to such things as Saturday Christian worship services. Orr
cultivated the image of a big-grinning, stogie-chomping "good old boy,"
much to...with the author, 31 July 1993, Atlanta, Ga.

34 "Interview with Nathaniel Welch," by the author, AU Tape; [Nathaniel
Welch], "Irish Magnetic Recording Tape Jobber Price List,
February 20, 1960"; [Nathaniel Welch], "Webcor Distributors Handling Irish
Tape," 10 Nov. 1959; [Nathaniel Welch], "V-M Dealers Who Handle Irish
Tape," 6 Nov. 1959...

 7/3,K/6   (Item 6 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00835275 94-84667

Dental: What to look for when you shop
Schooley, Edwyn
Employee Benefit Plan Review v48n9 PP: 31-34 Mar 1994
ISSN: 0013-6808 JRNL CODE: EBP
WORD COUNT: 1751

...TEXT: of Dental Consultants.

Ever hear the phrase, "When you've seen one PPO, you've seen one PPO"? It's
true; and not only for medical plans, but for dental plans, as
well.

Dental benefit plans continue to evolve in concert with changes in the
marketplace and with changes in the values...

...the dentist or patient on a fee-for-service basis, or for each service
rendered. In a traditional indemnity plan, there is no designated provider
network; plan participants may go to the dentist of their
choice.
A managed indemnity plan is the same as a traditional indemnity plan,
except that it incorporates...increased coverage results from contracting
directly with the provider at either a percentage discount of the usual fee
(15%-30%, for example) or a scheduled list of fees.

Additionally, in some PPOs, the amount the plan will cover for each service
may increase incrementally by structuring the plan so that the dental
services...

 7/3,K/7   (Item 7 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00722217 93-71438
Can we help a retarded child without cutting her benefits?
Harris, Marlys
Money v22n7 PP: 27-29 Jul 1993
ISSN: 0149-4953 JRNL CODE: MON
WORD COUNT: 1254

TEXT: Q Our 24-year-old retarded daughter recently moved into an apartment
with another disabled woman. Both receive supplemental Security Income (SSI
and Medicaid. How can we leave her some of our estate (we have
another child) without curbing her benefits? My wife and I are in our
forties...

...more of investment income monthly or 3) gifts of food, clothing or
shelter. Joseph L. Matthews, a San Francisco lawyer and author of Social
Security, Medicare and Pensions (Nolo, $15.95), points out that you
could buy your daughter a house to relieve her of rent payments, since
homes do not...

...suggests that you establish a discretionary trust. This would allow the
trustee to cover education, travel, entertainment, telephone calls and
medical bills not paid by Medicaid. You should set up the trust now
with $1, and revise your wills to fund it from your estate after you both

die.

Q Please...

...before learning that Ponzi had simply been paying old investors with the money he collected from new ones--thus forever lending his name to such pyramid schemes.

Eugene Keogh, a New York City congressman from 1936 to 1966, has a more worthwhile legacy. In 1957 he introduced legislation that enabled the self ...to 20 years. But your figurines, I'm sad to say, might fetch only $8 to $10 each because they are so small (see the price list in her book). There's a club for OJ collectors, and its newsletter, the Upside-Down World of an OJ Collector (called that because you...

 7/3,K/8   (Item 8 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00653021 93-02242
Yes, the Market Can Curb Health Costs
Faltermayer, Edmund
Fortune v126n14 PP: 84-88 Dec 28, 1992
ISSN: 0015-8259 JRNL CODE: FOR
WORD COUNT: 2821

...ABSTRACT: in workers' medical benefits. Premiums were increasing at a 20%-a-year rate since it costs employees nothing to pick an expensive and inefficiently run health insurance plan. In 1991, the Xerox began attaching its contribution to the cost of the most efficient health maintenance organizations (HMO). Many employees have switched to the...
...TEXT: wrestle down the inflation rate in workers' medical benefits. Formerly, since it cost a Xerox employee nothing extra to pick an expensive and inefficiently run health insurance plan, premiums were rocketing at a 20%-a-year clip (see chart). But beginning last year the copier company began pegging its contribution to the cost...

...to force HMOs and other managed-care systems to battle more vigorously for customers. It is the key element of a blueprint for reforming the health system developed by the Jackson Hole Group of experts and executives after two years of meetings in Wyoming.

Several other companies, among them GTE and Digital...

...a foretaste of what's possible. If managed competition became the rule rather than the exception in the U.S., Enthoven says, HMOs and other network-type health plans would dramatically step up their efforts to purge waste while enhancing quality. Says he: "There are a whole lot of ideas out there that are...

...health care can be delivered a lot more economically."

Bill Clinton has promised to introduce a plan during his first 100 days to reform the health system and cover the country's 36 million

uninsured. But the details are yet to come, and a major conflict must be resolved. In the latter...risk of forcing everybody to move someplace else for their health care."

Many other companies were pooh-poohing the idea of letting employees choose their health plans and allowing them an annual chance to switch. "When you hear often enough that your idea is crazy," Nazemetz says with a laugh, "you start...

...from 52% of its U.S. work force to 59%, and the proportion in benchmark HMOs virtually doubled to 23%. Helen Darling, who runs the health program, says the latest annual migration is smaller, with the HMO contingent edging up to 62% But the premium increases both for all HMOs and the...

...000 employees and dependents on the lowest-priced HMO in each county. John Klein of the state's employee insurance division says that where the price differences on the menu are significant, "employees are quite price-sensitive and move toward the lowest-cost plans." Not until this year did most of the plans' premium increases...
...Group Health of Minneapolis, will rise only 5.5%.

Big companies like Xerox, or giant employers like the state of Minnesota, can carefully shop for health plans on their own. But what happens to the small fry under a managed-competition regime? The Jackson Hole crowd calls for the creation of new organizations, known as " health insurance purchasing cooperatives" (HIPCs), that would use their sophisticated knowledge and buying clout to procure HMO coverage at the best possible rates on behalf of a assistant executive officer in charge of health benefit programs: "We aggressively negotiate premiums, taking advantage of our $1.3 billion purchasing lever." Early in 1992, with the recession still squeezing state and local governments, Calpers sought a zero increase in HMO rates and was able to hold all but two health plans to an average increase of 3.1% for the 12 months beginning in August. That saved the system $90 million. The holdouts were California's...

...be blurred by a hodgepodge of different coverages. The high-cost option, says Elkin, "will now stick out like a sore thumb."

Stanford University's health benefits program is another competitive proving ground. Starting in 1992, the program, which was designed by Enthoven, requires every worker to contribute a token amount even to the cheapest of the four health plans on the menu. The Kaiser Permanente plan will cost $17 a month in 1993 for a single individual and $105 for a married couple with...

...Congress to turn up the cost-consciousness dial. They would like to bar employers from deducting the cost of health premiums above those of benchmark health plans in a geographical area. In addition, workers who chose to spend their own money on costlier options, like Mat Amundsen in Salt Lake City, would have to pay the difference in after-tax dollars. In a major shift, both ideas have just been endorsed by the directors of the Health Insurance Association of America.
National unions, which generally object to the concept of making workers pay extra for costlier plans, remain opposed.

Local unions, however, have...

...might in the end go along in return for making quality health care
available to all the citizenry. The more serious worry is whether the
health system can reform itself sufficiently, and fast enough,
to produce the savings envisaged by Jackson Hole. "I'm not sure managed
competition alone will do it...

 7/3,K/9   (Item 9 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00573025 91-47376
10 Facts About Point-of-Service Plans
Cave, Douglas G.; Tucker, Larry J.
HRMagazine v36n9 PP: 41-46 Sep 1991
ISSN: 1047-3149 JRNL CODE: PAD
WORD COUNT: 3425

...DESCRIPTORS: Health insurance;

ABSTRACT: Many employers are either eliminating or are considering eliminating their
current multiple-choice health plans to
contract with a single carrier that offers a point-of-service (POS) plan.
These plans are commonly referred to as POS health maintenance
organizations...
TEXT: Many employers feel that multiple-choice health plans
have not been effective in controlling spiraling medical costs. Under the
multiple-choice strategy, an employer offers a large number of indemnity
and HMO plans...

...for the cost differential of a more expensive plan. Employees then
should join plans with lower priced premiums, forcing more expensive plans
out of the health-plan market.

However, some employers believe their total premium under a multiple-choice
program is increasing faster than it would if only a single plan were...

...copayment of $10, a 100 percent coinsurance level, and the same
out-of-pocket maximum as the traditional plan. The relative value of this
in-network benefit offering compared to the sample traditional
plan is about 1.10, or 10 percent higher.

Exhibit 1 also illustrates an out-of-network benefit with a...

...from one another?

The key element to any POS plan's success in lowering medical-cost
increases is for network providers to properly manage the health-
care needs of plan participants. Yet, no standard methodology
exists for establishing and managing provider networks. For this reason,
insurance-carrier POS plan networks tend to differ in cost...

...efficiency.

Provider profiling method. Developing a profile of provider treatment
patterns can help determine the efficiency of current network physicians
and hospitals. The profiling technique lists key utilization and
charge data on each provider and compares this provider-specific data
to a set of treatment standards developed by medical experts. Physicians
and hospitals significantly deviating...

 7/3,K/10   (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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09371482   Supplier Number: 81899407 (USE FORMAT 7 FOR FULLTEXT)
Charting IT's costs - Managers ditch homegrown applications for
  professional services automation to track time and costs of IT projects
  and services.
Leon, Mark
InfoWorld, v24, n3, p36
Jan 21, 2002
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1545

...   group CTOs," he says.
       The investment managers group had plans to implement software from
Business Engine, a San Francisco-based PSA vendor. The vendor reports
list prices at $1,000 per seat with volume discounts available.
"Typically at Merrill Lunch they would have just gone ahead with the
project on their own...

...every month. ... PSA can really show the top brass what they are paying
for."
       Billing for internal services
       Avery Cloud, CIO of Integris, a statewide health system
in Oklahoma City, believes users need to know that internal IT does have
costs. "Every month we send a no-pay invoice to each division...

...Microsoft SQL Server. "We had limited functions running by January," he
says, "and by March we were up and running with phase one."
       The PSA list price ranges from $1,000 to $1,800 per user
with some volume discounts available, Changepoint reps say. Cloud reports
the total software license cost for...Francis Group in Westport, Conn.
       * Business Engine, PSA: The San Francisco-based company recently
announced that Project 2002 will be embedded in its Business Engine
Network offering.
       * Changepoint, Business Process Automation: The Toronto-based vendor
offers individual worker performance monitoring -- performance scorecards
based on customizable metrics with the traditional PSA offerings.
       * Evolve...

 7/3,K/11   (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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07312814   Supplier Number: 61970676   (USE FORMAT 7 FOR FULLTEXT)
American Medical Security Group Announces Financial Results for 1st Quarter
   2000.
PR Newswire, pNA
May 9, 2000
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1449

...   the last half of 1999, the company implemented significant price
increases and exited three unprofitable markets. To reduce claim costs, AMS
also initiated a two-tier drug program, recontracted with its
pharmacy benefit manager, and implemented a number of projects to enhance
claims cost management.
        Samuel V. Miller, AMS Chairman, President & Chief Executive...

...the run-off of the CNA block acquired January 1, 1999, the decline in
membership in exited states, and lower sales as a result of price
increases.
        Balance Sheet
        At March 31, 2000, the company had a book value per share of $15.01
and a tangible book value per share of $7.86...

...Board of Directors voted to expand the common share repurchase program
by an additional $5 million.
        American Medical Security Group, through its operating subsidiaries,
markets health care benefits and insurance products to
small businesses, families and individuals. Insurance products of American
Medical Security Group are underwritten by United Wisconsin Life Insurance
Company. The company serves...

 7/3,K/12   (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06928961   Supplier Number: 58468268   (USE FORMAT 7 FOR FULLTEXT)
Market For Used & Refurbished Medical Products; Global Import/Export Regs.
Biomedical Market Newsletter, v9, n11, p25
Nov 30, 1999
Language: English   Record Type: Fulltext
Document Type: Newsletter; Refereed; Trade
Word Count: 19330

...   of innovation that will result if used equipment becomes the norm.
        One Dutch firm which has managed to resell without disturbing the
market is Philips Medical Systems. The firm set up a subsidiary
which purchases used Philips medical equipment, conducts repairs and
maintenance, and sells the final product ...old ones have been upgraded.
        The public sector is the primary end user of medical equipment. It is
divided into 2 segments: the Ministry of Health System and the
Social Security System. The private sector is strong and has
state-of-the-art medical facilities.
        Because of new investments in hospital facilities...

...2 groups of medical equipment users. The first group is the public

sector. This group is in turn, divided into 2 segments: the Ministry of Health System and the Social Security System. The second group is formed by private hospitals and clinics. Other users are small private clinics with less than 20...more efficient than the one currently in use for public hospitals. It is anticipated that the model will be implemented in the rest of public health system. This will bring more competition and efficiency to the medical equipment market.

     Import Climate

     There are no regulations, technical or safety standards applicable to medical...

...for 1995 was $67 mm and $88 mln in 1996. Out of the $88 mln total market in 1996, industry sources estimated that some $15 mln was for refurbished equipment mainly bought by the private hospitals and clinics.

     The US has been a major provider for refurbished equipment with an estimated...supplier's preference

Shipping Terms: CIF Yekaterinburg
Response Language: English
Best Way To Respond: Fax, E-Mail
Information Desired From US Firm: Product Specifications (Catalogs), Price Lists
Terms Of Delivery: N/A
Primary Buying Factor: Price, Quality
Company Data
Year Established: 1988
Number Of Employees: 25
Annual Sales: $50,000
Member Of...

...disposable needs, medical gloves, clinical drugs or maintenance services.

     Market Profile

     Over the course of the 1990s it has become increasingly evident that the existing healthcare system in Russia is inefficient and mismanaged. There is as yet no real healthcare market.

     Historically, all healthcare services were provided by state-owned polyclinics (outpatient...

...liberalization of prices, privatization and opening of the market to foreign suppliers has helped to resolve the supply problem. However, the transformation of the existing healthcare system into an efficient, well-managed, integrated, and continually improving system, has yet not been achieved.

     Little money is being spent to maintain existing assets, and...

...regulating its healthcare industry. Many draft laws, including a Law on Medicines, a Law on Medical Equipment, a law on Foreign investment, a Law on Medical Insurance, a Law on Federal Healthcare and a Law on Municipal Health Care, are being discussed by the Russian Parliament, but have not yet been adopted...

 7/3,K/13   (Item 4 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)

06283918   Supplier Number: 54431152 (USE FORMAT 7 FOR FULLTEXT)

Telecom Italia First Major European Customer for QueryObject.
Business Wire, p1036
April 21, 1999
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1120

...   possible, and therefore to more efficiently conduct target
marketing and customer retention campaigns.
      "Telecommunications is one of our three key vertical markets, in
addition to health care and insurance, and financial
services," commented QueryObject Systems' CEO, Robert Thompson. "Businesses
in all of these sectors generate massive amounts of customer and
transaction data, which can provide these companies with valuable business
information if properly organized and analyzed. Telecom Italia, like our
other telecommunications customers, is able to manage its
telecommunications network and its marketing efforts more
efficiently and profitably as a result of the QueryObject System. Our
Telecom Italia win once again proves that the QueryObject System can
analyze...
...to Marco Carlettino, Manager Informational Systems Projects for the
International Services Division of Telecom Italia, "New campaigns have been
designed and delivered, and a new price list for our
international traffic was implemented before the Christmas period. As a
result, new market opportunities have been uncovered which will allow us to
provide...

...departments can find funds and credibility to start the IT revolution."
      About the QueryObject System
      The QueryObject System allows data intensive organizations such as
telecommunications, healthcare and insurance, or financial
services companies to achieve competitive advantage by rapidly analyzing
very large volumes of complex business data over Internets or corporate
networks, or on...

 7/3,K/14   (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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05327603   Supplier Number: 48108460 (USE FORMAT 7 FOR FULLTEXT)
ListsNet Makes Internet Mailing Lists Easier to Use
PR Newswire, p1106CLTH011
Nov 6, 1997
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 654

...   list.
      "I used to spend time every day separating my list mail from my
personal mail," said Ken Brubaker, senior architect at HBO & Company, a
healthcare information systems company in Wheeling, Ill.
"Because ListsNet Tuner sorts it for me automatically, I can read the list
mail at my convenience."
      Posting new messages to...

...mail programs. A 30-day evaluation version is freely available from the
ListsNet website at http://www.listsnet.com. The commercial version, with a
suggested list price of $34.95, is available for online
purchase from BuyDirect (http://www.buydirect.com) and Software.Net
(http://www.software.net).
        "ListsNet Tuner is a...

...or Bruce Newburger of Dynamics Online, 440-498-4040, or
bn@dynamicsonline.com/

        /Web site: http://www.listsnet.com/

    CO: GroupWorks Technologies
    ST: Illinois
    IN: MLM
    SU: PDT

    LA-JS
    -- CLTH011 --
    9248 11/06/97 10:06 EST http://www.prnewswire.com

 7/3,K/15   (Item 6 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04344098   Supplier Number: 46370942   (USE FORMAT 7 FOR FULLTEXT)
Messenger Can Negotiate UR, But It's Still Seen as Risky
Healthcare Business & Legal Strategies, v5, n9, pN/A
May 8, 1996
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 300

   (USE FORMAT 7 FOR FULLTEXT)

ABSTRACT:
TEXT:
...t have carte blanche to act on behalf of network members, warns
Charlotte, N.C., attorney Mark Horoschak. Hospice Network of New Jersey
includes seven Medicare-certified hospices, each serving a different
county. It's non-exclusive, so its members can join other networks or
health plans, but it's not fully integrated. The hospice does
plan certain operational consolidation, such as common marketing and
training. To negotiate fees, the network plans to use the
messenger model, in which a third party ferries information between payers
and networks without negotiating. Each hospice will give the messenger a
list of prices it'd take per service. The messenger will give
this data to payers, seek contracts, and carry offers back to each member
hospice. Each hospice...

 7/3,K/16   (Item 7 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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02959038   Supplier Number: 44005512 (USE FORMAT 7 FOR FULLTEXT)
UP CLOSE AND PERSONAL
VARbusiness, p46
August, 1993
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 2368

...   volumes needed to participate ($1,000 per month minimum) are
significantly lower than most of Merisel's competitors' programs.
       This is more than the typical tiered program and a
customized price list. Merisel recognized that VARs want
personalized attention – a relationship with their sales reps – and have
set out to make sure they get it. The company...technical support, free
CAPS installation (Ingram's on-line ordering system), and customized
pricing via diskette. The program also offers these VARs access to group
medical insurance, something small businesses often can't
afford on their own. Joining this program requires a VAR to make a minimum
$50,000 annual purchasing commitment...

 7/3,K/17   (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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0020174128   SUPPLIER NUMBER: 94882838   (USE FORMAT 7 OR 9 FOR FULL
TEXT)
Hungary Business Report Weekly.
Hungary Business Report Weekly, NA
Nov 4, 2002
LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 18042   LINE COUNT: 01412

...   the government program will also start to be implemented, with the
cost of this measure to reach HUF 32 billion in 2003, she added. The
health insurance fundCOs budget, excluding drug subsidies, will
increase by HUF 150 billion next year to HUF 622 billion, said the
minister.
       Deficit reduction only Cpound sterlingan...HUF 3 per liter.
       MOL fuel prices as of October 30
       Source: MOL. The company notes that prices at the pump may differ
from the list price determined by MOL.
       TELECOMMUNICATIONS & IT
       COMPANY NEWS
       Pannon GSM profit growth slows in Q3, but captures 46% of new mobile
subscribers
       Pannon GSM, Hungary's...models before the end of the year. All three
GSM service providers carry Siemens phones.
       COMPANY NEWS
       HP and Sun Microsystems to participate in Cisco Network
Academies program
       The Hungarian subsidiaries of HP and Sun Microsystems will provide
support to the Cisco Network Academy Program (CNAP) operated by
Cisco Systems Hungary under an agreement signed Tuesday. Currently the CNAP
reaches 1500 students at 52 locations in Hungary, providing training in...

7/3,K/18   (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c) 2009 Gale/Cengage. All rts. reserv.

0020169297   SUPPLIER NUMBER: 94573244   (USE FORMAT 7 OR 9 FOR FULL
TEXT)
Czech Republic & Slovakia Business Report.
Czech Republic and Slovakia Business Report Weekly, NA
Oct 25, 2002
LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 21457   LINE COUNT: 01633

...   on November 7.
      ECONOMIC POLICY
      VZP health insurer runs CZK 2 bn deficit at end of first half
      Vseobecna zdravotni pojistovna (VZP), the company providing
health insurance to 70 % of Czechs, ended 1H 2002 with a
deficit of CZK 1.84 bn, says general director Jirina Musilkova.
      VZP expects the deficit to...

...minor problems due to the mid-August floods, seeing a slight decrease in
collected premiums in the areas hardest hit.
      VZP is the largest Czech health insurance company with 7
mln clients at the end of 1H 2002. VZP was established on 1 January 1992.
      ECONOMIC POLICY
      Dutch firmCOs bid on D47...capacities by closing its plant in
BritainCOs York and selling its Meva Romania facility.
      Thrall Vagonka Studenka showed an audited loss of CZK 22.95
mln in 2001, against a loss of CZK 202.51 mln in 2000. Revenues from
sales of its products and services dropped to CZK 1.011...over 13 % to CZK
176 mln. The firmCOs performance was positively influenced by a revival on
world steel markets and an increase in its product prices.
      VPFMCOs monthly sheet metal output is 18,000 tonnes from the
cold rolling mill and 3,600 tonnes from the hot rolling mill.
      By the end of this...set September 14, 1993. The index reflects
development only on the BSSE, and has been based to date on the average
prices stated in the price lists.
      *SDX (Slovak Bond Index) is a bond market indicator of Bratislava
Stock Exchange. It was introduced on October 1, 1996.
      The SDX index has two...

7/3,K/19   (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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0020164251   SUPPLIER NUMBER: 94198859   (USE FORMAT 7 OR 9 FOR FULL
TEXT)
Steel tariffs--critical analysis and commentary.
Abboushi, Suhail
Global Competitiveness, 10, 1, 177(12)
Annual, 2002
ISSN: 1071-0736   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 3988   LINE COUNT: 00404

...   and National, have been less successful.
        These companies are burdened with huge liabilities on their balance
sheets, most notably the "legacy costs" which are the health
insurance and pension liabilities to their retirees. Past inflated
employment practices have caught up with big steel. At US Steel, there are
five pensioners for every...

...retirees to utilize the existing benefits offered by the Pension Benefit
Guarantee Corporation (PBGC), in addition to tax credits to lessen the cost
of obtaining health care insurance. With regard to trade
barriers, the administration imposed tariffs of 8 to 30 percent on steel
imports as illustrated in Table 3. The tariffs were...
...United States at remarkably steady levels in recent history, hovering
around 6 million tons a year. Armed with this argument, the EU announced a
two-tier plan of reprisals against the US. EU plans to impose a
100 percent tariff on close to $400 million worth of US products as early
as...

...tariffs have distorted the picture. With tariffs of up to 30 percent on
imports, US steel producers took advantage of the situation and hiked their
prices. Hot rolled steel sheet sold for $210 a ton in 2001. In
April 2002, the price went up to $240 and in May rose again to $300 a ton
...

 7/3,K/20   (Item 4 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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0019743734   SUPPLIER NUMBER: 54744319   (USE FORMAT 7 OR 9 FOR FULL
TEXT)
QUERYOBJECT: Telecom Italia first major European customer for QueryObject.
M2 Presswire, NA
May 26, 1999
LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 1196   LINE COUNT: 00106

...   possible, and therefore to more efficiently conduct target
marketing and customer retention campaigns.
        "Telecommunications is one of our three key vertical markets, in
addition to health care and insurance, and financial
services," commented QueryObject Systems' CEO, Robert Thompson. "Businesses
in all of these sectors generate massive amounts of customer and
transaction data, data which...

...provide these companies with valuable business information if properly
organized and analyzed. Telecom Italia, like our other telecommunications
customers, is able to manage its telecommunications network and its
marketing efforts more efficiently and profitably as a result of the
QueryObject System. Our Telecom Italia win once again proves that the
QueryObject System can analyze...

...to Marco Carlettino, Manager Informational Systems Projects for the
International Services Division of Telecom Italia, "New campaigns have been
designed and delivered, and a new price list for our
international traffic was implemented before the Christmas period. As a

result, new market opportunities have been uncovered which will allow us to
provide...

...departments can find funds and credibility to start the IT revolution."
       About the QueryObject System
       The QueryObject System allows data intensive organizations such as
Telecommunications, Healthcare and Insurance, or Financial
Services companies to achieve competitive advantage by rapidly analyzing
very large volumes of complex business data over Internets or corporate
networks, or on...

 7/3,K/21   (Item 5 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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0019736543   SUPPLIER NUMBER: 54460540   (USE FORMAT 7 OR 9 FOR FULL
TEXT)
QUERYOBJECT SYSTEMS: Telecom Italia first major European customer for
  QueryObject.
M2 Presswire, NA
April 23, 1999
LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 1243   LINE COUNT: 00111

...   possible, and therefore to more efficiently conduct target
marketing and customer retention campaigns.
       "Telecommunications is one of our three key vertical markets, in
addition to health care and insurance, and financial
services," commented QueryObject Systems' CEO, Robert Thompson. "Businesses
in all of these sectors generate massive amounts of customer and
transaction data, data which...

...provide these companies with valuable business information if properly
organized and analyzed. Telecom Italia, like our other telecommunications
customers, is able to manage its telecommunications network and its
marketing efforts more efficiently and profitably as a result of the
QueryObject System. Our Telecom Italia win once again proves that the
QueryObject System can analyze...

...to Marco Carlettino, Manager Informational Systems Projects for the
International Services Division of Telecom Italia, "New campaigns have been
designed and delivered, and a new price list for our
international traffic was implemented before the Christmas period. As a
result, new market opportunities have been uncovered which will allow us to
provide...

...departments can find funds and credibility to start the IT revolution."
       About the QueryObject System
       The QueryObject System allows data intensive organizations such as
Telecommunications, Healthcare and Insurance, or Financial
Services companies to achieve competitive advantage by rapidly analyzing
very large volumes of complex business data over Internets or corporate
networks, or on...

7/3,K/22   (Item 6 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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15525188   SUPPLIER NUMBER: 94894584   (USE FORMAT 7 OR 9 FOR FULL TEXT)
They're pumped! While the economy slipped, Indiana's Growth 100 companies
  grew an average of 68 percent in the last two years. (Cover Story).
Kaelble, Steve
Indiana Business Magazine, 46, 11, 10(5)
Nov, 2002
ISSN: 1060-4154   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 2406   LINE COUNT: 00186

...   a share of the royalties paid every month and a share of the
franchise fees."
      The Class Unlimited arrangement brings some of the benefits of
multilevel marketing to the pizza business. It has given the
overall East of Chicago chain a stronger foothold in Indiana than it
otherwise might have gained at...for $ 269 or a three-month magazine ad for
$129, or perhaps choosing consulting services for $100-$600. Sellers may
also choose for an additional fee to list their homes on the
local Multiple Listing Service that real-estate agents access, though they
must agree to pay a 3 percent to 3.5...re not always looking at the bottom
line. We're looking at the quality."
      FirstCare provides contract rehab services for organizations such as
Porter Memorial Health System. "We'll develop their budget each
year and look at new product lines," Frigo says. "We just started a
lymphedema program for Porter Memorial for...

 7/3,K/23   (Item 7 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c) 2009 Gale/Cengage. All rts. reserv.

15038106   SUPPLIER NUMBER: 91568399   (USE FORMAT 7 OR 9 FOR FULL TEXT)
The determinants of HMOs' contracting with hospitals for bypass
  surgery.(Statistical Data Included)
Gaskin, Darrell J.; Escarce, Jose J.; Schulman, Kevin; Hadley, Jack
Health Services Research, 37, 4, 963(22)
August, 2002
DOCUMENT TYPE: Statistical Data Included   ISSN: 0017-9124
LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 8140   LINE COUNT: 00774

TEXT:
      ...enrollment has increased from 33.3 million in 1990 to 80.9 million
in 2000 (InterStudy 2001). Health maintenance organizations combine the
insurance function of health plans, that is, the financing of
their enrollees' medical care, with the provider functions of coordinating
and delivering of care (Weiner and de Lissovoy 1993). By...
...   controlling for other factors. In contrast, commercially insured
HMO and non-HMO patients in Florida were similarly distributed across
hospitals of different quality levels, whereas Medicare HMO patients
in Florida used lower quality hospitals than patients in the standard
Medicare program.
      In this study we analyze the contracting process between HMOs and

hospitals for coronary artery bypass surgery (CABG). We ...A second possible rationale for contracting with a hospital the HMO does not expect to use is that including the hospital in the HMO's network may have marketing value. For example, a contract with a costly teaching hospital may signal potential members that the HMO values high quality care.

Allowing for the possibility...know beforehand that the HMO will only use their facility in the event of emergency, they are better off not having a contract and charging list prices for the CABG services. So under what market conditions can HMOs encourage hospitals to accept contingent/marketing contracts? Possibly when HMO markets are concentrated, HMOs...identity hospitals they contracted with and the hospitals they used for CABG services in the last fiscal year for their enrollees in a particular MSA. Health maintenance organization plan and market characteristics were obtained from InterStudy (1997). Measures of hospital characteristics and market structure were constructed from the 1996 AHA Annual Survey of Hospitals...Z-score based on its number of CABG patients and the difference between its predicted and actual number of CAGB patient deaths. Using the 1995 Medicare Provider Analysis and Review (MedPAR) data we estimated a logistic regression model to predict the likelihood of a CABG patient dying in the hospital as...0.18 percent. However, our estimate of the magnitude of this effect may be biased by our measure of quality, which is based only on Medicare CABG mortality. Hannan et al. (1997) suggest that in assessing hospital quality for CABG surgery, it is preferable to use an administrative database that includes all patients rather than one limited to Medicare patients. Although, Medicare data is probably the only national data HMOs could use to evaluate hospital CABG mortality. Also, our measure does not consider other indicators of hospital...This behavior can be accommodated within the conceptual framework by assuming that such hospitals' supply prices are infinte.

(3.) There were no group/staff and network/mixed-model plans in high HMO penetration, low HMO competition, and high hospital competition areas.

(4.) We believe this was due ...Journal of the American Medical Association 262 (4): 503-10.

Hannan, E. L., M.J. Racz, J. G. Jollis, and E. D. Peterson. 1997. "Using Medicare Claims Data to Assess Provider Quality for ...Care Different? Old Questions, New Answers." Journal of Health Politics, Policy and Law 13 (2): 227-37.

Pauly, M. V. 1988b. "Market Power Monopsony and Health Insurance Markets." Journal of Health Economics 7: 111-28.

Patterson, R. V., and H. M. Katz. 1983. "Investor-Owned and Not-for-Profit Hospitals: A Comparison...of Health Economics 7: 3-83.

Weiner, J. P., and C. de Lissovoy. 1993. "Razing a Tower of Babel: A Taxonomy for Managed Care and Health Insurance Plans." Journal of Health Politics and Law 18 (1): 75-103.

Zwanziger, J., and A. Meirowitz. 1997. "Strategic Factors in Hospital Selection for HMO and PPO...Research Institute, and Professor of Medicine at the Duke University Medical Center, Durham, NC. He is also Professor of Business Administration and Director of the Health Sector Management Program at Duke University's Fuqua School of Business. Jack Hadley, Ph.D., is Principal Research Associate, The Urban Institute, Washington, DC, and Senior Fellow, Center for Studying Health System Change, Washington, DC.

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 7/3,K/24      (Item 8 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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14899426      SUPPLIER NUMBER: 88703691      (USE FORMAT 7 OR 9 FOR FULL TEXT)
On the determinants of capital flight from Russia.
Mulino, Marcella
Atlantic Economic Journal, 30, 2, 148(22)
June, 2002
ISSN: 0197-4254      LANGUAGE: English      RECORD TYPE: Fulltext; Abstract
WORD COUNT:   13022    LINE COUNT:  01118
```

...   budget at nearly 6 percent of GDP (from nearly 2 percent in 1993),
while arrears to the extra-budgetary funds (Pension, Social Insurance,
Employment, and Medical Insurance Funds) were over 4 percent
of GDP. The government is a guilty party in the arrears problem, as federal
government debts to the economy may...anticipated a recovery in inflation.
In 1998, on average, the ratio fell to 15 percent.
        (25.) Examples of misplaced confidence in transition economies are
the pyramid schemes that promised high returns that can only be
met by attracting new ...context of estimating country risk.
        (32.) According to the director of a powerful Moscow bank,
government officials who issue licences and permission practically have a
price-list hanging on the office wall.
        (33.) As for the type of corruption, Roaf (2000) distinguishes
between petty corruption, where low-ranking officials supplement inadequate
salaries...

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 7/3,K/26      (Item 10 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c) 2009 Gale/Cengage. All rts. reserv.

10206801      SUPPLIER NUMBER: 20556247      (USE FORMAT 7 OR 9 FOR FULL TEXT)
Working the floor. (list of exhibitors)(BookExpo America '98)(Cover Story)
Publishers Weekly, v245, n18, p88(75)
May 4, 1998
DOCUMENT TYPE: Cover Story       ISSN: 0000-0019      LANGUAGE: English
RECORD TYPE: Fulltext; Abstract
WORD COUNT:   69778    LINE COUNT:  05895
```

...   available to answer questions about Internet programs and
computer-based services and products, publications, books, educational
activities, research, government affairs and member programs such as
health insurance, business insurance, credit-card
processing and small-package shipping plans. Featured: ABA's new Open
Learning Study Series; demonstrations of new and up-to-date electronic
services...for four booksellers placing orders with any exhibitor at BEA as
part of the "I Do Business at BookExpo America" contest. Booth: 4270.
     NATIONAL BOOK NETWORK
     Provides sales, marketing, order-fulfillment, credit and
collections services to independent publishers of commercial fiction and
nonfiction books and audios. Featured: titles from distributed lines,
including Aegis, ALTI...with Alison Sanders; Class Action Dilemmas:

Pursuing Public Goals for Private Gain by Deborah Hensler, Bonnie
Dombey-Moore, Jennifer Gross, Erik Moller and Nick Pace; Health
Information Systems: Design Issues and Analytic Applications, edited
by Elizabeth A.McGlynn, Cheryl Damberg, Eve A. Kerr and Robert H. Brook;
Exploring Policy Issues in Managed Care...Alan Dundes. Giveaways: Forgive
Me" and "I Forgive You" buttons. Discounts: additional 5% minimum of three,
front- or backlist (no text orders): libraries: 20% off list
price Booth: 1937.
    UNIV. PRESS OF COLORADO
    Publishes fiction, poetry and scholarly books on the history of the
American West, archaeology and anthropology of the Southwest...

 7/3,K/27   (Item 11 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c) 2009 Gale/Cengage. All rts. reserv.

08705066   SUPPLIER NUMBER: 18304166   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Working the floor. (companies that will exhibit in the 1996 American
  Booksellers Association convention)
Tardiff, Jill A.; Mazmanian, Adam
Publishers Weekly, v243, n21, p87(71)
May 20, 1996
ISSN: 0000-0019   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 58249   LINE COUNT: 04965

...   be displayed and staff will be available to answer questions about
publications; books; educational programs; research; government affairs;
and member programs in the areas of health and business
insurance, long distance savings, credit card processing and small
package shipping plans. Featured: an electronic display of BookWeb, ABA's
Web site, which includes book news...Business Statistics of the United
States: 1995 Edition; GATT Analytical Index; Datapedia of the United
States, 1790-2000; The Big Emerging Markets. Discounts' 25% off list
price on originals; 35% off list price on reprints; free
freight to bookstores. Last day special: 50% off list price on
display copies; see booth for details. Booth: 2516.
    BERRETT-KOEHLER PUBLISHERS
    Booth: 2453.
    THE BESS PRESS
    Booth: 1479.
    BEST SELLERS PUBLISHING
    Booth: 2959.
    BETHANY...in the Regular Classroom by Susan Winebrenner; The Chemy
Called Al by Wendy Isdell. Discounts: retail accounts: 50% and free
freight; library accounts: 10% off list prices when ordering
10-24 products; free freight. Booth: E4612.
    W.H. FREEMAN
    Specializes in science, computer and mathematics titles as well as
trade adult and...booksellers working with commissioned reps. Featured:
free brochures: "Selling on Commission," "Buying Books," "Marketing Advice
for Very Small and Self-Publishers." Booth: 3260.
    NATIONAL BOOK NETWORK
    Provides sales, marketing, order fulfillment, credit and
collections services to independent publishers. Featured: book selections
from NBN distributed lines: Academy Editions; Aegis Publishing Group;

Allyear Tax Guides; American

 7/3,K/28   (Item 12 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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07718894   SUPPLIER NUMBER: 16669229   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Alphabetical listings: how to use the 1995 Health Management Technology
  market directory issue.
Health Management Technology, v16, n3, p14(64)
Feb 15, 1995
LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 66155   LINE COUNT: 05980

     The first section, "Alphabetical Listings," is list of all
healthcare information systems organizations appearing in the
1995 Market Directory. Listings in this section include the company's name,
address, contact names and all pertinent phone numbers. Each...

...to $109,950 Hardware/Operating System: IBM PC, IBM RISC, Other RISC,
UNIX, XENIX Access HealthNet, Inc. is engaged in the development and
delivery of healthcare information systems. Utilizing the
company's proprietary software and hardware, ACHS supplies its
comprehensive family of products to physicians' offices, hospitals,
clinics, laboratories and free standing radiology...

...testing and certification. This IBM-based interactive system uses
on-screen patient simulations and electronic mannequins to teach and
evaluate decision-making and hands-on medical skills.
     ADAM Systems, Inc. 4299 Carpinteria Ave. Carpinteria, CA 93013
(805) 684-6400; FAX: (805) 684-0838 Larry Wellan Director, Sales and
Marketing Market: National; South and Central...

...Group Practices Total Installed: 1 1 Price Range: $40,000 and up
Hardware/Operating System: Client-server open architecture, RISC, UNIX,
VMS, DOS ADAM Systems' Medical Records Management System (MRMS)
is a client-server, networked LAN and WAN) computerized records management
system designed for capture, storage and viewing of medical records,
patient accounting and...for individual patients. The service has been used
to evaluate a single MPI for split records and multiple MPIs for overlap of
patient records.
     Advanced Medical Systems (AMS) 810 Bear Tavern Rd., Ste.
307 West Trenton, NJ 08628 (800) 764-1947; (609) 882-6889; FAX: (609)
882-6881 Ozzie Pedrera General Manager...

...provides maximum flexibility. Since its first installation in April,
1991, AMISYS has been selected by more than 40 organizations to administer
HMO, PPO, TPA, POS, Medicare, Medicaid, Medi-Cal and indemnity
product offerings.
     AGE Logic, Inc. 9985 Pacific Heights Blvd. San Diego, CA 92121 (619)
455-8600; FAX: (619) 597-6030 Renee Lawrence Marketing Coordinator Market:
National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group
Practices; Home Health; Physicians; Insurance Companies Price
Range: $195 to $495 AGE Logic, Inc. is a supplier of X Window System server
software that enables PCs, terminals, workstations and embedded...312)

787-9793 Steve McKenzie Director of Marketing and Creative Services Market:
National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group
Practices; Home Health; Physicians; Insurance Companies AHIMA
is the professional organization of more than 33,000 experienced
specialists in health-information management. Members are experts in
securing, analyzing and integrating...

...2437 (202) 728-0506; FAX: (202) 728-0609 Charles W. Stellar President
Market: National HMO/PPO/Managed Care; Long-term Care; Clinics/Group
Practices; Home Health; Physicians; Insurance Companies
National managed-care trade association. Lobbying/advocacy, educational
conferences and industry research.
     American Medical Informatics Association 4915 St. Elmo Ave., Ste. 302
Bethesda, MD...

...of patient care, teaching, research and administration. AMIA's
membership consists of physicians, educators, nurses, medical librarians,
researchers, biomedical engineers and others.
     American Society of Health-system Pharmacists (ASHP) 7272
Wisconsin Ave. Bethesda, MD 20814 (301) 657-4383; FAX: (301) 657-1251
Customer Service Market: National; Worldwide Hospitals; HMO/PPO/Managed
Care...gather and store patient information from multiple hospital legacy
systems. The Keystone clinical database repository provides the starting
point for the computerized patient record.
     AMI Healthcare Systems Group 7231 Forest Ave. Richmond, VA
23226 (804) 285-9090; FAX: (804) 285-9167 Hal Gurrnieri President Market:
National HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices;
Home Health; Physicians; Insurance Companies Total Installed:
100+ Price Range: Platform and number of users dependent Hardware/Operating
System: IBM, Hewlett-Packard/AIX and HP/UX Modular, completely integrated
...

...2,995 network version Hardware/Operating System: IBM compatible running
Windows 3.1 (386/33, 4MB RAM, VGA monitor) AMT Software offers a series of
Medical Device Training Programs. The "Interactive Guide to
Infusion Devices" covers 1 00 models and provides competency assurance for
JCAHO surveys. This comprehensive tool offers CEUs and is ideal...
...location, portable, on and off line, magnetic, bar code, telephone and
LAN. IBM PC-compatible, single, multiuser, EDI to mainframe. Average
payback eight months.
     Ancillary Health Information Systems 2131 Becker St.
Charleston Heights, SC 29405 (803) 747-0640; FAX: (803) 747-0669 Cynthia
Miller Marketing Representative Market: National; Canada, Europe, Africa
Hospitals; HMO...

...A. Rey Worldwide Healthcare Industry Managing Partner Market: National;
Europe, Asia, Australia, Canada Hospitals; HMO/PPO/Managed Care; Long-term
Care; Clinics/Group Practices; Home Health; Insurance Companies
Andersen Consulting is an international management and technology
consulting organization whose mission is to help ...consulting services
since 1970 Independent professional consulting practice providing
"high-touch" solutions for "high-tech" problems in the healthcare field.
More than 27 years of healthcare information system and
management engineering expertise and experience. Specializing in
point-of-care and clinical information systems. Publisher of "Guide to
Point-of-care Clinical Information Systems' and other publications

resulting from extensive research studies in healthcare information systems and technology. We can help ... cost-effectively!

Anixter 4711 Golf Rd. Skokie, IL 60076 (800) 323-8166; (708) 677-2600; FAX: (708) 673-9053 Bill...

...VAX, Alpha AXP, DEC Station, and PC platforms (Open VMS, DSM, OSF/1, DOS) and IBM RISC System 6000 (AIX, MSM, Micronetic MUMPS, DOS). Answers Medical Information Systems provide medical laboratories with enterprisewide computing solutions. Answers Laboratory Systems, Answers Financial Systems, Answers Information Support Systems, Answers Consulting Services, Answers Blood Bank Systems, Answers Supplies, Answers Integration Services.

APACHE Medical Systems, Inc. 1650 Tysons Blvd., Ste. 300 McLean, VA 22102 (703) 847-1400; FAX: (703) 847-1401 Sherrie Jones Director of Marketing Market: National; UK, Japan, Germany, Australia Hospitals Total Installed: 30 critical-care systems; 100+ other Price Range: $6,000 to $500,000 APACHE Medical Systems provides outcomes information systems and applications consulting for all patient types throughout the continuum of care. The APACHE Outcomes Management Architecture is structured to achieve...6200; FAX: (801) 464-6201 Karen Stevens Channel Sales Manager Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: 1,900 to 2,000 Price Range: $75 to $1,800 Hardware/Operating System: Windows and...

...HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices Aspen provides support service to healthcare providers and agencies in planning, designing, developing and maintaining health information management systems--both manual and automated. Services include records coding and abstracting, auditing claims data, managing accounts receivables and defining, evaluating, selecting and implementing automated systems and...

580-4721 Raymond Dudley General Manager Market: National; Europe, Asia, the Pacific, Central and South America Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Home Health; Insurance Companies Hardware/Operating System: UNIX Rel. 4.0, MS-DOS, OS/2, MS Windows, MOTIF; Industry-standard hardware platforms including 180486, 180386, RISC, MIPS, TANDEM...

...Doreen V. Blanc, Ph.D. President Market: National; Canada, Finland, Japan, Sweden, France Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Insurance Companies Marketing research, telemarketing design and development for medical equipment and medical computer companies. Market research, telesales, inside sales design and training on customer/patient...

...2273; FAX: (213) 876-2033 Andrae Corrigan President Market: National; Canada, Europe, South America HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Insurance Companies Total Installed: 70 Price Range: $15,000 to $200,000 Hardware/Operating System: PCs, RISC, Mainframes, DOS, UNIX, VM, NOVELL ACMS, Inc. provides enterprisewide...

...human services and medical environment. ACMS provides complete software support including project management, requirements analysis, system overview, design planning, application implementation, training and documentation.

Automated Health Systems, Inc. P.O. Box 1043 Jackson, MS
39215-1043 (800) 826-4068; (601) 932-3704; FAX: (601) 936-5886 Liz Risher
Market: AL, AR, FL...

...Hospitals; Clinics/Group Practices; Home Health; Physicians Total
Installed: 140 Price Range: $10,000 and up Hardware/Operating System:
HP-UX, SCO UNIX, DOS Automated Health Systems, Inc. designs and
develops hospital information management systems for medium-sized rural
hospitals and markets Practice Plus to handle the needs of physicians and
multispecialty...

...Multifacility processing, paperless report distribution and
client-server architecture are just a few of the innovative options API
offers. Payrollmation automates time and attendance for healthcare
systems across the country. Founded in 1982, hospitals are API's only
business with clients ranging in size from 500 to 16,000 employees.
        SEE OUR...

...670-8888; FAX: (508) 436-3658 Julie Ford Manager, Industry Marketing
Market: Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies; Multi-Facility Organization; Community Health Networks Price
Range: $399 to $24,000 U.S. base price Bay Networks, Inc., the merged
company of Syn...internetworks.
        BDM Information Systems 890 E. Higgins Rd., Ste. 149 Schaumburg, IL
60173 (708) 240-2883; FAX: (708) 240-2826 Denny C. Briley, Pharm. D.
Health Systems Manager Market: National; Canada Hospitals;
HMO/PPO/Managed Care; Multi-Facility Organization; Community Health
Networks Total Installed: 100 Price Range: $50,000 to $300,000
Hardware/Operating System: Independent software using DOS, network and UNIX
applications platforms Specialist in consulting, marketing, design,
development, installation, training and support of healthcare
systems software on mini, micro and supermicro technology.
Applications include pharmacy, CPI/ATD, dietary, medical records, radiology
and nursing. Development performed on hardware-independent systems.
        Beacon...

...DOS environment.
        Belle Oaks of America, Inc. 8742 High Dr. Leawood, KS 66206 (913)
341-7296; FAX: (913) 341-0902 Ed Simmons, C.P.C. Healthcare
Systems Recruiter Market: National Provides HIS vendors nationwide
assistance in recruiting for installation, marketing support and
product-management employment.
        BeneSys, Inc. 5716 Corsa Ave., Ste. 1...

...and financial information (residual values, purchase/lease prices) for
IT assets. Decision-support tool for managing, acquiring and disposing of
assets at optimal times.
        Berdy Medical Systems, Inc. 365 W. Passaic St. Rochelle
Park, NJ 07662 (800) 66-BERDY; (201) 843-3366; FAX: (201)
        843-0364 Steven Mariconda Vice President HMO/PPO/Managed Care;
Clinics/Group Practices Price Range: Contact vendor Hardware/Operating
System: Macintosh System 7 Berdy Medical Systems combines
clinical and technological expertise to create next-generation healthcare
informatics offerings. The company develops and markets software for
clinicians that increases efficiency, contains costs...

...Idaho Pl. Costa Mesa, CA 92626-2207 (800) 875-8181; (714) 434-9500; FAX: (714) 434-9755 David G. Anast Publisher Market: National; International Home Health Hardware/Operating System: IBM, Macintosh
Biomedical Market Newsletter, a monthly business, financial, marketing and regulatory resource. Also publishes directories.
    Biovation, Inc. 875 Alfred Nobel Dr. Hercules, CA 94547...

...60005 (800) 888-8717; (708) 228-9404; FAX: (708) 228-9424 Market: National; Canada HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Price Range: $200 and up Collect, manage and market physician targeting and profiling data on treatment patterns and practice characteristics. Provider of lists, databases...

...828-2722; FAX: (610) 828-8257 Kevin Holst Vice President, Marketing Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; ...Facility Organization; Community Health Networks Total Installed: 1,400 Price Range: $1,000 to $350,000 Bukstel & Halfpenny, Inc. develops clinical communications systems that integrate healthcare systems and data delivery through a community health information network. Our systems allow the communication of patient data between hospital systems, reference laboratories, radiology groups, managed...

...extract 71138; FAX: (603) 337-2211 Alisha Randall Sales Administration Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: 63,000 Hardware/Operating System: All computer networking products Cabletron Systems is the worldwide modular hub...

...916) 478-9041 Tawnya Kuns Market: National; Worldwide except Iran, Libya, N. Korea Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Total Installed: 12,000 Price Range: $795 Hardware/Operating System: PC + compatible, DOS or Windows California Scientific Software designs, develops, manufactures, supports and sells...Operating System: PC, Windows The CareWare Managed-Care System is a powerful software tool that provides a solution to controlling medical costs. Utilizing nationally recognized medical guidelines, the system empowers the Medical Case Manager to manage and control the entire medical episode on a prospective, concurrent and retrospective basis.
        SEE OUR AD ON PAGE...
...30093 (404) 381-7771; FAX: (404) 381-8501 Sandra Morris President Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Insurance Companies
Search and recruiting services for executive management, sales and marketing, implementation and development for the healthcare information-systems industry. Clients include vendors, consulting firms, hospitals, clinics and managed-care organizations.
    CASNET Group, Inc., The 4455 Hills & Dales Rd., N.W. Canton, OH 44708
...and the fourth is a national-level database for productivity comparisons and profiling. Three internal modules perform productivity analysis, cost accounting and income projection for Medicare and third-party payers using the RBRVS.
    Century Analysis Inc. 114 Center Ave. Pacheco, CA 94553 (510)

680-7800; FAX: (510) 676-6857 John di...

...based on such factors as bed size, patient volumes, and facilities
Hardware/Operating System: Digital's VAX/VMS and Alpha Cerner develops,
installs and supports health information systems for hospitals,
HMOS, clinics and reference laboratories. Our software products provide an
intrarelated solution and support the needs of each clinical discipline,
including laboratory, pharmacy...
...Multiuser UNIX environments, hardware varies depending upon product
selection CES HIS provides integrated solutions to healthcare providers for
electronic transactions through our clearinghouse for eligibility.
Medicaid enrollment, claims processing, remittance advice, managed
care, physician billing, payment services, document scanning and
receivables servicing for financing. CES HIS is comprised of Mede America
...

...Hospitals; HMO/PPO/Managed Care; Insurance Companies; Multi-Facility
Organization; Community Health Networks Charles J. Singer & Co. is
nationally recognized as the leading source for healthcare
-information systems market research and consulting services. They
offer market intelligence on technology trends, I/S vendors, prospect
databases, managed-care organizations, market overviews and emerging
delivery...

...3912; FAX: (313) 761-9366 Steven P. Tiohe Vice President Market:
National; Canada Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies; Multi-Facility Organization; Community Health Networks Chi
Systems' consultants are experts in I/T planning, ...network
computing environments.
    Cincom Systems, Inc. 2300 Montana Ave. Cincinnati, OH 45211 (800)
543-3010; (513) 662-2300; FAX: (513) 481-8332 Tony Spugnardi Manager,
Healthcare Information Systems Market: National; Canada,
Europe, Japan, SE Asia, Australia, Latin America, Africa, Middle East Price
Range: $6,000 to $150,000 Hardware/Operating System: Runs on...

...Clinics/Group Practices Total Installed: 800+ Price Range: $15,000 to 1
million Hardware/Operating System: UNIX, XENIX, AIX - all compatible
hardware platforms The CIVITEC Medical System is a
full-featured sophisticated software package designed for the medical
office. Written in the latest fourth-generation language. The system
completely automates the medical office. The system modules
include billing, receivable tracking, appointment scheduling, patient-care
management and managed-care management.
    Clary Corp. 1960 S. Walker Monrovia, CA 91016 (800) 44-CLARY...1685
Ellen Graves Marketing Coordinator Market: National; Canada, Mexico, South
America, Australia, England Hospitals; HMO/PPO/Managed Care; Long-term
Care; Clinics/Group Practices; Home Health; Physicians;
Insurance Companies Total Installed: 30,000 Price Range: $395 to $595
single user; $895 to $995 multiuser; $2,495 to $2,995 site license; annual
renewable...
...Companies; Multi-Facility Organization; Community Health Networks
Founded in 1970, CMSI is a management firm designed to provide strategic
management and technology services to the healthcare information
systems industry. its service package includes outsourcing, facility
management, organization development, strategic business planning, business

development, operations assessment, acquisition assistance and consulting. CodeMaster Corp. 312 Lincoln...2647; (213) 250-5600; FAX: (213) 250-4863 David Manigault Senior Vice President Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Home Health ; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Hardware/Operating System: All COHR Inc.'s Information MasterPlan, Performance Connection and Purchase Connection programs provide consultation, development...

...equipment leasing, remarketing and refurbishing, business continuity, consulting and strategic planning, asset-management software tools, data center moves and/or consolidations and more.
    CoMed (Collaborative Medical Systems) Two University Office Park, 51 Sawyer Rd. Waltham, MA 02154 (617) 642-6200; FAX: (617) 642-6222 Carol Donohue Mktg. Mgr. Market: National; Canada Hospitals...

...FAX: (404) 850-9616 Pamela I. Hanlon Executive Director and CEO Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks The COMNET Society is a not-for-profit membership organization dedicated to the collaborative advancement of enabling delivery...Installed: 62 Price Range: $750,000 and up Hardware/Operating System: Data General AViiON, IBM RS/6000, Hewlett-Packard 9000 Series Affinity is Compucare's healthcare information systems solution, providing patient information, patient care, financial and department management capabilities. Compucare also offers HSII Managed Care and HSII Practice Management. The company's products are distinguished by their standard-technology platform, open architecture and integrated patient- and member-centered databases.
    CompuLab Healthcare Systems Corp. P.O. Box 11739 Ft. Lauderdale, FL 33339 (800) COMPULAB; (305) 564-1200; FAX: (305) 564-9669 Market: National Hospitals; HMO/PPO/Managed Care...

...FAX: (301) 279-2211 Michael L. Glickmen President Market: National; Mexico, Canada, Europe Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Computer Network Architects (CNA) is a highly specialized consulting firm dedicated to providing advice and counsel in open-systems planning, networking and systems integration...Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Multi-Facility Organization; Community Health Networks Independent professional practice of management consulting to provide healthcare facilities with systems evaluation based on true needs, system assessments, feasibility studies, cost/benefit, systems selection and RFP preparation with specific questions relating to applications, vendor support, equipment ...

...410) 838-6062; FAX: (410) 838-6062 Susan Schluederberg, President Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks The Connections Group, Ltd. is a consulting firm. Technical training in the M (MUMPS) computer language and professional training for technical managers is available.
    Continental Healthcare Systems, Inc. 7300 W. 110th St. Overland Park, KS 66210 (800) 255-3057; (913) 451-6161; FAX: (913) 661-8893

Matt Terstriep Vice President, Sales and...

...UK, Saudi Arabia, Singapore Hospitals; Multi-Facility Organization Price
Range: $75,000 to $1 million Hardware/Operating System: IBM/HP/DEC, UNIX,
MVS/VSE Continental Healthcare Systems develops, installs and
supports healthcare clinical and business systems including pharmacy and
materials management, clinical point of care, group purchasing contract
information and accounts-payable...

...404) 442-9315 Robert E. Strickland Vice President, Sales and Marketing
Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies Total Installed: 18,000 Price Range: 35 cents to 59 cents per
transaction Cooperative Healthcare Networks (CHN) provides electronic
healthcare information services to facilitate...

...312) 701-5595; FAX: (312) 701-6540 Frank Cavanaugh Principal Market:
National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies; Multi-Facility Organization; Community Health Networks Coopers &
Lybrand L.L.P. is one of the world's leading professional-services firms
with a national...and RISC-based installations throughout the U.S., the CCA
open-systems approach provides full, yet cost-effective, functionality with
enterprisewide connectivity and communications.
    Creative Healthcare Systems, Inc. 435-D S. Union
Springfield, MO 65802-6223 (800) 800-2962; (417) 865-7116; FAX: (417)
865-5510 Steve Everest, President Market: National Hospitals information
system, pharmacy system and radiology information system. Nursing
applications include point-of-care charting and assessments.
    CSC HEALTHCARE SYSTEMS 34505 W. Twelve Mile, Ste. 300
Farmington Hills, MI 48331 (810) 553-0900; FAX: (810) 488-1344 John J.
Fitzgerald Marketing Communications Manager Market: National...

...Total Installed: 200+ Price Range: $100,000 to $1.5 million
Hardware/Operating System: UNIX, OS/400, MVS IBM, HP, Sun, Sequoia, Data
General CSC Healthcare Systems, a unit of Computer Sciences
Corporation, is the largest supplier of turnkey information systems to
HMOs, holding more than 30 percent of the market. The...

...00; FAX: (508) 635-0400 Mark Roux President Market: National; Europe,
Australia, Canada Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies; Multi-Facility Organization; Community Health Networks Price
Range: $1,200 and up per developer Hardware/Operating System: All M
platforms CyberTools brings a PC-style user interface and powerful visual
development environment to any M application on all platforms. Performance
proven by the top names in healthcare systems. A single
development effort covers all platforms: M, X Windows, MS Windows.
Facilitates simultaneous releases. True client-server.
    Cycare Systems, Inc. 7001 N. Scottsdale Rd...

...upon request Hardware/Operating System: HP/UNIX; IBM/VSE or MVS;
BULL/GCOS 6 HVS; IBM PC compatible/Windows CyCare is a leading provider of
healthcare information systems, related support services
(including networking and integration) and electronic data interchange
(EDI) services for medical group practices, faculty practice plans and

medical enterprises. Innovative solutions...DAOU; (619) 452-2221; FAX:
(619)
     452-1338 Market: National; Canada, Mexico, Central/South America,
Europe Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Home
Health; Physicians; Insurance Companies; Multi-Facility
Organization; Community Health Networks Total Installed: 150+ Price Range:
$7,000 and up DAOU Systems, Inc. is a full-service networking firm...

...508) 898-6705; FAX: (508) 898-4329 Debra Creem, Healthcare Marketing
Market: Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies; Multi-Facility Organization; Community Health Networks
Hardware/Operating System: AViiON-UNIX, MV/Eclipse-AOS/VS Provides open,
standards-based computer systems, networking and integration...
...Total Installed: 27 Price Range: $35,000 and up Hardware/Operating
System: DEC/VAX Platform, VMS Op System TMR, The Medical Record, is a
comprehensive medical-information system that provides total
administrative, financial and clinical-management functions for the patient
encounter. Modules include accounting (A/R), appointment scheduling,
studies ordering/results reporting, pharmacy...

...200,000 Hardware/Operating System: Various Datamedic is a leading
provider of voice- and penactivated clinical-record systems as well as
full-featured, in-office medical management systems with
optional distributed processing services.
     DATAPRO Solutions, Inc. S. 613 Washington Spokane, WA 99204 (509)
747-5161; FAX: (509) 455-7022 Doug Johnston President Market...and UNIX
DPS/DATAPRO Solutions, Inc. is a systems integrator and value-added
reseller of electronic time-and-attendance systems, document-imaging
systems and barcoded medical-film management systems. These
systems run on DOS- and UNIX-based platforms and can be interfaced with
various mainframe and minicomputer platforms.
     DataView Imaging International 5555 Oakbrook Pkwy...

...800) 782-7922; (708) 971-3400; FAX: (708) 971-8443 Joan Looi Marketing
Manager Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care;
Home Health; Physicians; Insurance Companies Total Installed:
1,000 Price Range: $2,500 to $3,345 Hardware/Operating System: Intel
compatible, MS DOS, Windows Dauphin designs, engineers and manufactures...

...100,000 to $1.5 million Hardware/Operating System: All hardware
supporting ORACLE UNIX is primary operating system. The company designs and
develops software for healthcare. An open-systems architecture
is employed. Software is developed using ORACLE and supports distributed
databases, repositories and LANS (client-server, PC LANs, peer-to-peer).
The software is...

...development, selection, project management and implementation support
for HIS. They provide these services in conjunction with most software
vendors and for most hardware platforms.
     Delta Health Systems P.O. Box 1824 Altoona, PA 16603 (800)
444-1651; (814) 944-1651 ; FAX: (814) 942-0125 Dana Sky Marketing
Coordinator Market: National Home Health Total Installed: 325+
Hardware/Operating System: PC running UNIX, Novell Network, RS/6000 Delta
Health Systems is the leading home-care software vendor with
more than 25 years experience and more than 325 customers. Delta's

home-care solution is a...508) 467-1166 Wayne Salpietro Director of
Marketing, Healthcare U.S. Market: National; Worldwide HMO/PPO/Managed
Care; Long-term Care; Clinics/Group Practices; Home Health;
Physicians; Insurance Companies; Multi-Facility Organization;
Community Health Networks Total Installed: 7,000 Hardware/Operating System:
Open UMS Digital Equipment Corp. provides an integrated information
infrastructure for...term Care Total Installed: 500 Price Range: $1,000 to
$7,500 Hardware/Operating System: DOS/Novell on PCs Design, develop,
distribute, install and support medical records, Care Plan and
Resident Assessment software for long-term-care facilities and hospitals
with LTC units. Dos/novell platforms for PCs.
    E
    Eagle innovations, Inc. 800 E...

...1500; FAX: (708) 705-2128 Jennifer A. Planson Administrative Assistant
to Vice President Market: National; Canada Hospitals; HMO/PPO/Managed Care;
Clinics/Group Practices; Home Health; Insurance Companies Total
Installed: 160 Hardware/Operating System: Multiple Sell and support
Electronic Data Exchange Interface Operating System Software. It is
inexpensive, fast and quick to...832-3249; (214) 604-6000; FAX: (214)
604-3603 Market: National HMO/PPO/Managed Care; Clinics/Group Practices;
Insurance Companies EDS develops and integrates open healthcare
systems with emerging technologies. Health functions supported by EDS
include clinical databases and information analysis, clinical
decision-support applications, computer-based patient records, electronic
commerce, eligibility...

...Managed Care; Long-term Care Information systems consulting: project
management, RFP development, system selection. Functional and technical
specification development, interfaces, programming, policy and procedure
development. Medical-record consulting: system needs
assessment, JCAHO information-management methodology development,
medical-record system selection, system installation and
testing, optical imaging, RFP development.
    Elan Systems, Inc. 415 Detroit St., Ste. 200 Ann Arbor, MI 48104 (800)
352-6797; (313...

...Care; Insurance Companies; Community Health Networks Total installed:
90+ Hardware/Operating System: DOS, UNIX, OS/2 Eldorado develops, sells,
installs and supports HEALTHpac II modular health-benefit management
system and its MCS 2000 Managed Care System. Applications are
available on a broad range of open-system platforms or on Eldorado's
exclusive Znet outsourcing...688-841 1; FAX: (404) 688-8925 Eddie Ashe
Marketing Manager Market: National Hospitals; HMO/PPO/Managed Care;
Long-term Care; Clinics/Group Practices; Home Health; Physicians;
insurance Companies; Multi-Facility Organization; Community Health
Networks Electronic Tabulating Service is a national computer-service
company that processes insurance claims for physicians, dentists, DME
dealers...

...supplies for use in the medical industry, including patient admission,
tracking of patient files, specimens and asset management.
    SEE OUR AD ON PAGE 159. Emtek Health Care Systems,
Inc. 1501 W. Fountainhead Pkwy., Ste. 190 Tempe, AZ 85282 (602) 902-2600;
FAX: (602) 902-2616 Kimberly J. Chapman Manager, Marketing Communications
Market: National...and GroupFacts.

Ernst & Young LLP 600 Peachtree St., NE Atlanta, GA 30308-2215 (404) 817-5840; FAX: (404) 817-4342 Jay Toole National Director of Health Care Information Systems Market: National; International Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Ernst & Young LLP's healthcare practice offers a broad spectrum of consulting services along with leading-edge financial and clinical decision-support products. The...

...792-0909; FAX: (513) 792-0129 Mr. Mike Lippman Vice President Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Exemplar Systems delivers high-caliber, technologically sound consulting services to the healthcare industry. Exemplar Systems continues to enjoy spirited growth in the provision of information managment and information technology consulting services. Specific services include software package selection, software implementation, business...

...Group Practices Price Range: Call for information Hardware/Operating System: Networked microcomputers EXT Software Services, Inc. develops, markets, installs and supports a full range of healthcare applications. The systems are wriften in COBOL and run on Ibm-compatible microcomputers using Novell Netware. interfaces to subsidiary financial and clinical applications are available using HL7 standards...

...and HP/9000 servers and MS-Windows or OS/2 clients, users can create highly scalable, mission-critical applications for automating the business process.
Finserv Health Care Systems, Inc. 20 Computer Dr. W. Albany, NY 12205 (518) 458-7666 Linda Mickle Marketing Associate Hospitals; Clinics/Group Practices Total Installed: 65 Price Range: Depends on volume, facility size and configuration Hardware/Operating System: UNIX platforms (AT&T, SCO), DOS FHCS provides billing receivables management, electronic claims and computer-based medical records systems. Flex A/R provides online registration, visit entry, inquiry, demand billing and charge/payment posting with offline large-scale billing and reporting. The FlexClaim system...

...310) 595-5291; FAX: (310) 427-4225 Philip Lohman Research Director Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks First Consulting Group is America's premiere healthcare specialist consulting firm. We provide consulting in two areas: information...

...business and clinical process reengineering and TOM. Since 1980, we have served more than 900 clients on more than 1,700 engagements.
First Data Corporation, Health Systems Group 10101 Claude Freeman Dr. Charlotte, NC 28201-1037 (800) 4-1 ST-DATA; FAX: (704) 549-7819 Market: National; Worldwide Hospitals; HMO/PPO/Managed...

...4003 Jane Derow Product Sales Manager Market: National; Canada, UK, Ireland, Argentina, Mexico Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance

Companies; Multi-facility Organization; Community Health Networks Hardware/operating System: Available in mainframe or PC version First Databank is the world leader in health information...

...801) 568-5652 David A. Kreager Senior Vice President, National Accounts Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Hardware/Operating System: Open system FIRST HEALTH, the nation's largest independent healthcare cost-management company, offers integrated...

...Clinics/Group Practices Total Installed: 350 Price Range: $20,000 to $300,000 and up Hardware/Operating System: IBM RISC System/6000, AIX. Since 1971, medical management information systems. Full service organization: hardware, software, installation, training, support services. IBM business partner. Patient billing, insurance processing, HMO/PPO billing and A/R management, film tracking...

...Clinics/Group Practices Total Installed: 350 Price Range: $20,000 to $300,000 and up Hardware/Operating System: IBM RISC System/6000, AIX Since 1971, medical management information systems. Full service organization: hardware, software, installation, training and support services. IBM business partner. Patient billing, insurance processing, HMO/PPO billing and A/R management, film...

...Associates 21 Muzzey St. Lexington, MA 02173 (617) 863-1945; FAX: (617) 863-8872 Geoffrey Fitzgerald Principal Market: National Hospitals; HMO/PPO/Managed Care; Home Health; Insurance Companies; Community Health Networks Retained executive search for information system and services firms, payers, providers, managed-care companies and vendors to the medical community.
    FLEX...Rt. 4, Box 537-2 Jacksonville, TX 75766 (903) 586-6096 Douglas Roll Owner Market: National Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Home Health; Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: 150+ Providing executive search to the healthcare consulting and informatics industries.
    Frost & Sullivan 2525 Charleston Rd...

...MS DOS or Windows FTG manufactures and markets light pens and light-pen interfaces for hospitals, medical and dental offices. Typically used with MIS and healthcare information systems supporting pointing devices. Works with all IBM PC compatibles. Interfaces also available for Macintosh computers.
    Fujitsu Personal Systems, Inc. 5200 Patrick Henry Dr. Santa Clara...
...Tingley Director of Marketing Market: National; Canada, Italy, France, England, Spain, Germany, Sweden Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Hardware/Operating System: Stylistic 500, Intel 486DX2-50mhz, DOS, Windows for Pen, Pen-Right!, PENDOS, 325Point - AMD 386SXLV, PoqetPad Plus - NEC V30, Poqet PC...

...Health Claims Plus adjudicates and administers various coverage types for a wide range of plans. Benefits Administration Plus bills, collects and administers individual and group health plans. General Ledger Plus is a fully integrated financial system.
    General Computer Corp. 2045 Midway Dr. Twinsburg, OH 44087 (800)

521-4548; (216) 425-3241; FAX: (216) 425-3249 Len C. Stusek Regional Sales
Manager Market: National Hospitals; HMO/PPO/Managed Care; Clinics/Group
Practices; Home Health; Physicians; Insurance Companies;
Community Health Networks Total Installed: 10,000 Price Range: $99 to
$20,000 GCC is a respected supplier of systems and services to the
Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Home Health
; Physicians; Insurance Companies; Multi-Facility Organization;
Community Health Networks Price Range: $895 to $10,000 Hardware/Operating
System: RISC, UNIX Turnkey systems and software for signal/image...
...4700; FAX: (201) 770-4786 Frank S. Berger Managing Partner Market:
National; Worldwide Hospitals HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies; Multi-Facility Organization; Community Health Networks GGI's
continuous quality improvement and reengineering systems implemented in 50
Fortune 500 companies, 400 other institution and...

...oriented, customer focused and customized to each hospital with
continuous implementation support from consultants and trainers who have
more than 20 years of experience.
    Global Health Systems, Inc. 1350 Piccard Dr., Ste. 360
Rockville, MD 20850 (800) 882-7777; (301) 417-9808; FAX: (301) 926-9088
Alan Gold Market: National Hospitals; HMO/PPO/Managed Care; Clinics/Group
Practices; Insurance Companies Total Installed: 100+ Price Range: $100,000
and up Hardware/Operating System: Any UNIX, AIX Global Health
Information System (GHiS). Systems, services and management for
managed-care providers. Open systems, client server. Full EDI-eligibility,
medical data, claims. Protocol/practice guidelines, smart claims, UR...

...373-110; FAX: (904) 373-7124 Joe Cassels Sales Director Market:
National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies; Multi-Facility Organization; Community Health Networks Total
Installed: 3,000 Price Range: $195 to $20,000 Hardware/Operating System:
Macintosh or Windows We publish 206) 286-3331 Mike McGonigle Market:
National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies; Multi-Facility Organization; Community Health Networks Total
Installed: 1,500 Price Range: $695 to $3895 Hardware/Operating System: Open
VMS, UNIX GrayMatter Software manufactures...

...FAX: (617) 937-9022 Neil Swinton Vice President, Marketing and Sales
Market: Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies Total Installed: 300 Price Range: $500 to $400,000
Hardware/Operating System: UNIX, Open VMS Greystone develops, sells and
supports an ANSI-standard M...

...Price Range: Based on client option: license or service bureau
Hardware/Operating System: IBM mainframe; MVS operating system GTEDS offers
products and services in the Medicaid, Medicare, and Managed
Care markets. Q/Care is a flexible, table-driven system supporting point of
service, case management and adhoc reporting. Q/Care is used...
...and highest quality provider of specialized decision support and
resource management products and services to the healthcare industry."
    SEE OUR AD ON PAGE 55.
    HCMAS (Health Care Market Analysis System) 204

Calder Wy., Ste. 206 P.O. Box 10379 State College, PA 16805-0379 (800)
97-HCMAS (42627); (814) 231-1329; FAX:
     (814) 231-1374 Chris Calkins Marketing Director Market: National
Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices;
Home Health; Physicians; Insurance Companies; Multi-Facility
Organization; Community Health Networks Price Range: $5,000 to $15,000
Hardware/Operating System: DOS and Windows HCMAS is a PC-based...

...that includes installation, training and conversion, as well as 24-hour
ongoing support provided by your dedicated account manager.
     SEE OUR AD ON PAGE 57.
     Health America Systems, Inc. 130 S. ...development of
custom software and systems to deal with risk management, pharmacy and
provider credentials. Operations and strategic planning services are also
available upon request.
     Health Care Data Systems 5703 Enterprise Pkwy. P.O.
Box 608 DeWitt, NY 13214-0608 (800) 950-7111; (315) 446-7111; FAX: (315)
445-2483 Donald A. Thompson, Jr...
...scheduling, electronic claims processing and reporting. Additionally,
on-site training, seminars, conferences, user groups, newsletters,
toll-free support, and consultation services are available. The Envision
medical records system is Windows-based and automates the
patient's chart.
     Health Care Expert Systems, Inc. 1025 Ashworth Rd.,
Ste. 420 West Des Moines, IA 50265 (800) 344-4237; (515) 222-1717; FAX:
(515) 222-1716 Becky Parke DeStigter Marketing...

...pathways and pathway-variance reporting. The PACE product line now
includes: Pace/Clinical Information System, Pace/Order Management, PACE/ICU
Interface and Pace/Clinical Repository.
     Health Care Systems, Inc. 5921 Carmichael Rd.
Montgomery, AL 36117 (205) 279-971 1; FAX: (205) 279-0711 William D.
Henderson Market: National; Australia; Canada Hospitals; Long-term Care
Total Installed: 315 Price Range: $20,000 and up Hardware/Operating System:
RISC 6000, IBM compatible 386, 486, AIX, XENIX, UNIX, NOVELL and DOS
Health Care Systems offers a complete pharmacy
information system with user-customization and report-generation
capability. MEDICS provides medication-administration records, patient
profiles, IV and TPN labels, medication...
...23060 (804) 965-6112; FAX: (804) 965-6018 Tom Kazas Communications
Manager Market: National; United Kingdom Hospitals; HMO/PPO/Managed Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies; Multi-facility Organization; Community Health Networks Health
Communication Services offers a full-service suite of healthcare electronic
data interchange services, including financial transactions, clinical...

...McDougall Executive Director Market: National; Canada, UK, Western
Europe, Japan, Australia, New Zealand Hospitals; HMO/PPO/Managed Care;
Long-term Care; Clinics/Group Practices; Home Health; Physicians;
Insurance Companies Price Range: $250 to $10,000 Health Level Seven
(HL7) is an application protocol for electronic data exchange in healthcare
environments. The HL7 protocol...ambulatory surgery centers, and can be
networked to hospitalwide information systems. HMA provides ongoing support
for systems following installation. Management consulting services are also
available.
     Health Management Systems, Inc. (HMS) 401 Park Ave. S. New

York, NY 1001 6 (212) 685-4545; FAX: (212) 889-8776 Mark D. Mandel Vice President Market: National...

...ESA, TSO operating system and more Retroactive Claims Reprocessing (RCR) services provide an original approach for reprocessing unliquidated patient accounts to obtain incremental revenues from Medicaid, Medicare and other third parties, using a client's existing data. RCR involves minimal client-staff support and no patient contact. It offers a no-risk...

...and DEC VAX HPR is a leading developer of clinical information management systems. HPR's products include: CodeReview which detects, corrects and documents coding errors; Medicare CodeReview provides coding recomendations compliant with HCFA's coding guidelines; Patterns of Treatment Plus evaluates a physician's inpatient and ambulatory practice patterns; and PARS creates detailed provider profiles.
    Health Science Systems 3011 N. Ranch Rd., 620 Austin, TX 78734 (800) 676-3371; (512) 266-7702; FAX: (512) 266-7713 Duncan McGhee Vice President, Business Development Hospitals...

...laboratory software running on Hewlett-Packard hardware. OPUS boasts handheld phlebotomy devices, autofax, nurse inquiry, remote printing, open architecture, barcoded collection labels, optical-disk archiving.
Health Science System's support includes user's group/newsletter, on-call service, yearly updates, customized software.
    Health Software, Inc. of Mt. Pleasant 1501 W. Washington St. Mt...

...Long-term Care; Clinics/Group Practices Total Installed: 43 Price Range: $100,000 to $150,000 Hardware/Operating System: IBM AS/400 A fully integrated healthcare information system of cost-effective, functional applications designed specifically for hospitals of 200 beds or less, plus long-term care facilities and physicians clinics. An IBM Business...

...to $25,000 Hardware/Operating System: PC, MS-DOS, Windows Health Strategies, Inc. offers software brokerage and representation services for providers of healthcare computer products.
    Health Systems Design 1330 Broadway, Ste. 1210 Oakland, CA 94612 (510) 763-2629, extract 121; FAX: (510) 763-2081 Richard Brumley Market: National; South America, Africa HMO...

...provider or payer side. Complete managed-care systems and standalone decision-support systems for HMOs, PPOs, TPAs, hospitals, medical groups and self-administered employer groups.
    Health Systems Management Services 5719 20th Ave. N.W. Seattle, WA 98107 (800) 327-2667; (206) 783-3735 Robert L. Hanson Owner Market: National; Canada Hospitals; Long...

...60 Price Range: $3,000 to $15,000 Hardware/Operating System: PC DOS Staff scheduling, personnel data management and time and attendance for all departments.
    Health Systems Resources, Inc. 3855 Presidential Pkwy. Atlanta, GA 30340 (404) 452-6500; FAX: (404) 452-6520 Pat Daniel Marketing Director Market: National Price Range: $1 00...

...Multi-Facility Organization Total Installed: 50 Hardware/Operating System: IBM AS/400 Health-Ware Management Co. is a developer of

materials-management software for hospitals, health systems and
clinics. With applications for materials management, accounts payable, and
surgery case cart, Health-Ware offers a totally integrated solution. All
Health-Ware applications run...

...2 Care-Trak automatically registers when staff enter and leave clients'
homes and what activities were done. Data are fed daily into payroll,
billing and medical-record systems. Fewer data-entry staff are
...708) 510-0609; FAX: (708) 510-0609 Richard A. Schopp President Market:
National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group
Practices; Home Health; Physicians; Insurance Companies;
Multi-Facility Organization; Community Health Networks Healthcare Computing
Strategies, Inc. offers a full range of consulting services to the
healthcare industry. They have a national network alliance of consultants
providing strategic planning for healthcare organizations and regional
health delivery systems, total quality management for I/S
departments, systems implementation, systems integration and process
reengineering.
    Healthcare Consulting Group (HCG), The 1308 Business Center Way, Ste.
107...

...selection and redesign. HCG's expertise, business acumen and proven
methodologies deliver solution-oriented, value-driven results and a higher
return on your consulting investment.
    HealthCare Data Systems, Inc. 245 N. Waco Wichita, KS
67202 (316) 261-8451; FAX: (316) 261-8497 Frankie Shellhammer Vice
President Market: National Hospitals Facilities management, consulting,
evaluation...

...420-1031; FAX: (212) 979-2429 Helen Levine Senior Vice President Market:
National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group
Practices; Home Health; Physicians; Insurance Companies
Healthcare Management Counselors is a specialty consulting practice which
serves provider organizations across the country with information
technology strategic planning, vendor selection and implementation project
management engagements. To avoid any conflicts of interest, the firm has no
products of its own.
    HealthCare Management Systems 286 Congress St. Boston, MA
02210 (617) 451-2323; FAX: (617) 451-8034 Sandra Hendren Director Market:
East Coast Hospitals; HMO/PPO/Managed Care; Clinics...

...management reporting, decision-support systems and using information
systems as process technology to decrease costs, improve quality-of-care
and manage integrated systems of care.
    Healthcare Management Systems, Inc. 3401 West End Ave.,
Ste. 290 Nashville, TN 37203 (615) 383-7300; FAX: (615) 383-6093 John R.
Doss, III Executive Vice President Market...markets and implements
resource-management software for multisite provider organizations. The
software assists resource optimization by enterprisewide allocation of
resources, creation of standards and scheduling.
    HealthCare Systems, Inc. 1311 W. 96th St. Indianapolis, IN
46260 (800) 829-8292; (317) 844-5960; FAX: (317) 575-2142 Nancy Orem, Vice
President, Operations Market: GA...

...510) 559-1700; FAX: (510) 524-4321 Jim Williams Product Manager Market:
National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group

Practices; Home Health; Physicians; Insurance Companies;
Community Health Networks Total Installed: 10,000 Price Range: $59 to
$500,000 Hardware/Operating System: Windows 3.1, 10MB HD, 6 MB RAM...
...687-0600; FAX: (610) 687-9304 Clay Elder Director, Network Development
Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies; Multi-Facility Organization; Community Health Networks Total
Installed: 23 enterprise/community health networks Price Range: $80,000 to
$1 million and up Hardware/Operating...HHL Financial Services, Inc. (HHL)
is the nation's largest firm specializing in hospital accounts-receivable
management. HHL's offerings include extended business office services,
Medicaid eligibility-determination services, electronic billing,
third-party follow-up, self-pay collections and judgment processing.
      HIMSS Healthcare Information and Management Systems Society 230 E.
Ohio...

...HIMSS; FAX: (312) 664-6143 John A. Page Executive Director Market:
National; International Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies; Multi-Facility Organization Total Installed: 4,900+ members
HIMSS provides leadership in healthcare for the management of systems,
information and change. Its membership includes...

...National Hospitals; Long-term Care; Clinics/Group Practices Total
Installed: 40 HIS Professionals provide high-quality, low-cost, consulting
for the full life cycle of healthcare information systems: I/S
audits, vendor selection, system implementation and strategic planning.
      HMS Software, Inc. 14875 Landmark Blvd., Ste. 110 Dallas, TX 75240
(800) 243-6071; (214...

...connectivity.
      Home Care Information Systems, Inc. 300 Broadacres Rd. Bloomfield, NJ
07003 (201) 338-2020; FAX: (201) 338-4946 Steven Griff President Market:
National Home Health Hardware/Operating System: DOS, Novell,
OS/400, UNIX HCIS develops, installs and supports home-health software.
Modules include skilled care, private pay, scheduling, resource management,
inventory, AP/GL...charge rates to maximize net income within targets and
limits provided by the user. BUDG-IT enables financial managers to prepare
their operating budgets. MENTAL HEALTH ABSTRACTING SYSTEM
(MHAS) is a comprehensive abstracting system for institutions providing
psychiatric, substance abuse and rehabiliation therapy.
      HPS GOLD (Healthcare Processing Systems) 2600 Stewart
Ave., Ste. 272 Wausau, WI 54401 (800) 553-1225; FAX: (715) 845-4740 Tom
Roovers President Market: National Clinics/Group Practices Total Installed
...

...Plains, NY 10601 (914) 288-5150; FAX: (914) 288-1257 Market: National;
International Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/group Practices; Home Health; Insurance Companies Price
Range: Varies with product/service For more than 30 years, IBM has been
providing products, solutions, consulting and services to healthgare
organizations. IBM...

...data networks. IBM consultants help organizations formulate strategy and
implementation plans, our technical experts can handle complex systems
integration and we offer outsourcing services.

ICON Medical Systems 1901 S. Bascom Ave., 9th Flr.
Campbell, CA 95008 (408) 879-1900; FAX: (408) 879-9475 Skip Amiot Sales
Manager Market: National; International Hospitals; Clinics/Group Practices
Total Installed: 2,200 Price Range: $2,000 to $150,000 ICON Medical
Systems provides image-management solutions, from on-call
teleradiology to PACS. Options include 8- to 12-bit acquisition via DICOM,
analog or digital capture, advanced communications...

...525-5539; (303) 267-0543; FAX: (303) 267-1333 Tom Ritchie, National
Sales Manager Market: National Hospitals; HMO/PPO/Managed Care; Long-term
Care; Home Health; Insurance Companies Total ...Range: $1,695
annual subscription (including free CD-ROM drive with purchase)
Hardware/Operating System: PC or Macintosh, CD-ROM drive included with
subscription The Medicare/Medicaid Library is used by
professionals across the country to maximize the Medicare/
Medicaid reimbursement process. Over 130,000 pages of regulatory
information are stored on CD-ROM, allowing fast, convenient access on a
personal computer. The Medicare/Medicaid Library is updated
monthly to provide the most current information available. A free bulletin
board service is included with a subscription.
     Image Systems Corp. 11595...

...IMNET Systems Inc. 8601 Dunwoody Pl., Ste. 420 Atlanta, GA 30350 (800)
329-2777; (404) 998-2200. FAX: (404) 992-6357 Mark S. Ulatowski Director,
Health Care Systems Market: National; Worldwide
Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Physicians;
Insurance Companies; Mufti-Facility Organization; Community Health Networks
Hardware/Operating System: DOS, Windows...

...keeping and integrated health-information-management software for
healthcare provider and industrial markets. Systems are used to analyze and
manage quality and cost outcomes of healthcare programs, are
windows-based and use client-server open-architecture technology.
     InfoMed 4365 Route One Princeton, NJ 08540 (800) InfoMed; (609)
987-8181; FAX: (609) 987...is the expert in DRG reimbursement software and
consulting for hospitals. Our advanced, expert system software enables
hospitals to achieve proper DRG reimbursement on every Medicare (and
Medicaid) case. Easy-to-use coding features ensure every case is
completely checked for missing diagnoses or procedures. The PC software is
affordable-no large up...

...GA 30318 (404) 872-1511 Virginia Bart Vice President, Marketing Market:
National; Canada Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies; Multi-facility Organization; Community Health Networks Price
Range: $395 to $8,300 Hardware/Operating System: DOS Healthcare consulting,
PPO/MSO/PHO/CHIN development and...

...England, Australia Hospitals; HMO/PPO/Managed Care; Clinics/Group
Practices Price Range: $367/year Inside Healthcare Computing is a biweekly
subscription newsletter on events affecting healthcare information
systems. We also publish Point of Care; the Updated Book on Bedside
Computing, a reference book on information systems for patient bedsides;
and run the annual Clinical/Bedside Computing Conference and Expo and other
conferences on healthcare information systems.
     Institute for Healthcare Quality (IHQ), subsidiary of Health Risk

Management 8000 W. 78th St. Minneapolis, MN 55439 800) 241-9611; (612) 829-3500; FAX: (612...

...648-7440; FAX: (916) 648-1153 Larry A. Saltzman, M.D. Chief Executive Officer Market: National Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-facility Organization; Community Health Networks SPOTCHECK is an electronic health benefits verification system, combining online healthcare benefits information retrieval with credit/debit electronic funds transfer. SPOTCHECK is available on both POS terminals and PC software. Users can access...

...21 00; FAX: (619) 452-8500 Robert C. Cohen President Market: National; England, Canada, Mexico, Ireland Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Home Health; Insurance Companies; Multi-facility Organization; Community Health Networks Intech Summit Group Inc. is a national executive search firm. Our search activity includes vice presidents, directors, managers...

...4891 John Weiskirch Marketing Representative Market: National; Pacific Rim, Central and South America Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Insurance Companies Hardware/Operating System: IBM ES/9000, 30XX, 43XX or equivalent, operating under DOS/VSE, VSE/SP, MVE/ESA, MVS, MVS/XA Integral is a...1000 companies. Integral's complete line of business applications cross IBM mainframe, midrange and workstation platforms and are specially designed for the healthcare industry.
   Integrated Health Systems, Inc. 4275 Executive Square, Ste. 550 La Jolla, CA 92037 (619) 453-3600; FAX: (619) 453-2832 Susan Orchanian General Manager Market: National Hospitals Total...

...525-5985; FAX: (901) 525-5987 Mark Biviano Vice President Market: National; Worlwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-facility Organization; Community Health Networks Hardware/Operating System: RISC hardware from DEC, IBM, HP and DG, UNIX operating system IMN develops, markets and supports inteMED, a totally integrated healthcare-information system comprised of financial, administrative-management, patient-care and strategic-planning application modules. InteMED's performance and flexibility are derived from its open-system platform, based on the UNIX operating system, RISC hardware and relational-database technology.
   Integrated Medical Systems 17050 Bushard St., Ste. 300 Fountain Valley, CA 92708 (714) 964-9965; FAX: (714) 965-9417 Martin Migdall Senior Vice President Market: AZ, CA, FL...
...Installed: 8,000+ providers Price Range: $100 enrollment fee, $.35 per claim charge IMS is an electronic medical data exchange network accepting data from any medical billing system and connecting healthcare providers with commercial insurers and managed-care payers. IMS is the largest processor in the western United States, processing seven out of...

...Practices; Physicians; Multi-facility Organization; Community Health Networks Integrated Network Services provides network design, installation, equipment and maintenance support for LAN/WAN networks in the healthcare market.
   Integrated Systems Technology Inc. 12030 Sunrise Valley Dr.,

Ste. 240 Reston, VA 22091 (703) 476-1300; FAX: (703) 476-5823 Carole S.
George Senior Vice President Market: National; Germany, France, England,
Canada Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group
Practices; Home Health; Insurance Companies Price Range:
$18,000 to $60,000 Integrated Systems Technology offers DataQual, a fully
integrated software product supporting quality assurance, utilization
management, credentialing, risk...

...sell light pens and lightpen systems for most IBM-compatible terminals,
PCs and workstations, PCs, PS/2, HP, Sun workstations and IBM RS/6000.
    InterMED Healthcare Systems, Inc. 245 Peachtree Center
Ave. NE, Ste. 350 Atlanta, GA 30303 (800) 231-3204; (404) 818-0050; FAX:
(404) 818-0044 Dan Byrne Director of...

...and support. Leasing available. Hardware/Operating System: 32-bit
operating system, open systems, single and symetrical, 32/64-bit
microprocessor, Pentium, Power PC, RISC interMED Healthcare
Systems, Inc. provides EDI building blocks that form the basis for
community, regional and national health network solutions. InterMED offers
electronic healthcare transaction and information management...0600; FAX:
(617) 494-1631 Susan Ragon Director, Marketing Communications Market:
National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies; Multi-facility Organization; Community Health Networks Total
Installed: 3,500 Price Range: $195 to $200,000 InterSystems is the world's
leading provider of...

...Dale W. Miller Director of Consulting Services Market: National;
Australia, New Zealand, Europe Hospitals; HMO/PPO/Managed Care; Long-term
Care; Clinics/Group Practices; Home Health; Insurance Companies
Irongate, Inc. specializes in healthcare information security consulting.
Assists organizations to preserve patient confidentiality and protect
systems and networks by conducting information security reviews...
...727-2001; FAX: (714) 727-2156 Patricia Davis Market: AZ, CA, HI, NV
Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices;
Home Health; Physicians; Insurance Companies Hardware/Operating
System: Intel-based 486 hardware, SCO open desktop ITG provides complete
document-imaging systems. This system scans in all types of paper
PPO/Managed Care; Clinics/Group Practices; Home Health; Physicians;
Insurance Companies; Multi-facility Organization; Community Health
Networks JDA provides information-systems management solutions in strategic
planning, vendor selection, systems implementation and integration.
Services include decision...

...West Chester, PA 19380-6409 (212) 696-5409 Jack Kemery President Market:
National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group
Practices; Home Health; Physicians; Insurance Companies;
Multi-facility Organization; Community Health Networks A
management-consulting firm specializing in helping large and small
healthcare institutions effectively plan, acquire and utilize
information systems with emphasis on operations improvement. The firm
assists with strategic planning, vendor selection, contract negotiation,
implementation planning, implementation support, project...

...ratings/essay appraisal format. Online advice for improving employee
performance. Employee log for performance between appraisals. Categories,

text and form customizable. Includes language checker.
     Kodak Health Imaging Systems, Inc. (A Subsidiary of Kodak)
 ...Dawn S. Beck Public Relations Coordinator Market: National; Worlwide
Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Physicians;
Multi-facility Organization; Community Health Networks Kodak Health
Imaging Systems, Inc., develops and markets the Kodak Ektascan
Imagelink system. This open-architecture image-management system can help
you manage all your diagnostic images, regardless of...

...Heafthcare Information Technology Market: National Hospitals;
HMO/PPO/Managed Care; Clinics/Group Practices; Physicians; Multi-facility
Organization; Community Health Networks KPMG Peat Marwick's National
Health Systems Integration Practice provides the skills to help
our clients define and implement their strategic visions. Our consultants,
averaging 12 to 14 years of experience, understand...

...Range: $150,000 and up Hardware/Operating System: IBM, AT&T, HP, SUN,
FileNet, Kodak, UNIX, NT, Novell, Windows ChartVision is an
optical-disk-based health information access system designed to
provide an easy, physician-friendly means of workflow routing, retrieving,
viewing and printing scanned or electronic documents within a patient's
medical record...

...Young, Inc. 14301-B Sullyfield Cir., Ste. 203 Chantilly, VA 22021 (703)
631-3881; FAX: (703) 631-3882 Market: National Nationwide executive-search
firm for healthcare information-system vendors. Specializing in
installations, support, sales, sales support and sales management.
     LaserData, Inc. 300 Vesper Park Tyngsboro, MA 01 879 (508) 649-4600;
FAX: (508...

...Claridge Industry Marketing Director Market: National; UK, Germany,
France, Spain, Sweden, The Netherlands Hospitals; HMO/PPO/Managed Care;
Long-term Care; Clinics/Group Practices; Home Health;
Insurance Companies; Multi-Facility Organization; Community Health
Networks Total Installed: 1,900 Price Range: User-based pricing; modules
start at $20,000 Hardware/Operating System: IBM...

...205) 975-7424 Market: National; England, Belgium, France, Scandinavia,
Canada, Mexico, Brazil, Australia Hospitals; HMO/PPO/Managed Care;
Long-term Care; Clinics/Group Practices; Home Health; Physicians;
Insurance Companies Total Installed: 1,200 Price Range: $475 to $795
Hardware/Operating System: MS Windows LearnerFirst, Inc. is a publisher of
unique interactive Windows based...
...FAX: (415) 488-4886 Leonard Leinow President Market: National; Pacific
Rim, Canada Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices
Executive search firm for the healthcare information systems
industry. Leinow Associates provides recruiting and consulting services for
vendors, hospitals, managed care and consulting firms, providing technical
development, installation, support and management talent for...Total
Installed: 24 clients Hardware/Operating System: Windows 3.1 (environment)
Novell Netware Provides a comprehensive imaging-based solution called I-MAX
designed exclusively for health insurance companies. MACESS'
integrated-imaging application automates manual entry, routing and storage
of claims, enrollments, correspondence and other documents. Emphasizes
accountability and problem resolution in claims...

...over 25 years of experience in computer science, healthcare administration and financial management to provide high-quality products and services. Managed Care Technologies, Inc. (formerly Medical Information Systems) 2573 Midpoint Dr. Ft. Collins, CO 80525 (800) 879-6467; (303) 490-1849; FAX: (303) 490-1439 Cindy Koehler Sales Manager Market: National Hospitals; HMO...

...8110; FAX: (412) 935-3136 Guy A. Hess Senior Manager Market: National; Canada Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies
Consulting specializing in management and computer consulting in strategic planning for information systems, current system assessment, market strategy analysis, computer/system selection, departmental procedures...

...its 25th year of service to the nation's healthcare providers and continues to be dedicated to the design, implementation and support of the Confidence healthcare system. Confidence includes patient, operational, financial, networking, imaging and community clinical information products.
        SEE OUR AD ON PAGE 69.
    MarketPlace Information Corp. 460 Totten Pond Rd...

...800) 999-9497; (617) 672-9200; FAX: (617) 672-9290 Renee Fisher Marketing Specialist Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Home Health; Physicians; Insurance Companies
Price Range: List price: $845, Current promotion: $595
Hardware/Operating System: 386SX processor, Windows 3.1 or OS/2 2.1, Macintosh System 6.06 or higher with Multifinder...FAX: (510) 838-0494 Raju Rajagopal Senior Vice President Market: National; Canada, Australia Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Total Installed:
300+ Price Range: $5,000 to $30,000 Hardware/Operating System: DOS MECON Associates offers healthcare facilities an operations benchmarking database service...

...745-6333; FAX: (516) 745-1196 Mitchell Diamond Market: FL, NJ, NY, OH Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Price Range: Prices vary based upon size and transaction volume Hardware/Operating System: Data General AViON/UNIX MedE...

...in eligibility-management systems. Through our MedENET system, providers and payers are connected and can transmit and receive eligibility and utilization-management transactions. MedE's Medicaid Eligibility Management System (MEMS) supports the Medicaid enrollment process in several states.
    Media Cybernetics, Inc. 8484 Georgia Ave. Silver Spring, MD 2091 0 (800) 992-4256; (301) 495-3305; FAX: (301) 495...

...1; FAX: (818) 768-0759 Carol Burdette Marketing Manager Market: National; International Hospitals; Long-term Care MDE develops and manufactures portable bedside patient-monitoring systems.
    Medical Decisions Systems Corp. 421 W. Riverside Ave., Ste. 369 Spokane, WA 98201-0403 (800) 945-4584; (509) 456-2400; FAX: (509) 455-5298 Donald Lamson Hospitals Total...

...the most commonly ordered noninvasive outpatient diagnostic tests. Each sponsor has its own access code for its patients. Programs are available in English and Spanish.

Medical Display Systems 2884 Vicksburg Lane Minneapolis, MN 55447 (612) 551-1136; FAX: (612) 551-0301 James P. Huminski Director of Sales and Marketing Market: Worldwide Hospitals; Physicians...

...on Microsoft's Windows NT with SQL/ODBC database for image management and RIS/HIS interfaces. Viewing station software runs on Windows or Macintosh platforms.

Medical Documenting Systems, Inc. 2515 Wabash Ave., Ste. 200 St. Paul, MN 56114-1058 (800) 321-5595; (612) 645-9500; FAX: (612) 645-0019 J. Christian Hawver Vice...

...request Hardware/Operating System: Hardware: Data General AViiON and DEC Alpha; OS: MAGIC

Medical Information Technology, Inc. (MEDITECH) develops, markets, implements and supports a complete Health Care Information System (HCIS). The 26 modules serve all hospital functions and fully support integrated-care enterprises with features for outpatient providers, physicians' offices, etc. Our HCIS is...

...acuity staffing, management reporting and budgeting. RES-Q OR is a comprehensive OR system for scheduling case, inventory control, perioperative reporting, PACU and implant logs.

Medical Payment Systems Inc. 24650 Center Ridge Road, #1 1 0 Westlake, OH 44145 (800) 422-0213; (216) 835-2633; FAX: (216) 835-8899 Market: FL, IL, IN...modem-transmitted data. The Connexion interface incorporates a UNIX operating system for protected mode multitasking and transparent linking of instruments and other data to occupational health data-management programs on mainframe, mini- or microcomputer.

MedicaLogic, Inc. 15400 N.W. Greenbrier Pkwy., Ste. 400 Beaverton, OR 97006 (800) 322-5538; (503) 645-6442; FAX: (503...

...menus of findings or by scanning printed lists of findings which have been marked with a No. 2 pencil. It is fully integrated with The Medical Manager.

Medicus Systems Corp. One Rotary Center, Ste. 400 Evanston, IL 60201 (800) 831-8532; (708) 570-7539; FAX: (708) 570-7597 Market: National; Canada Hospitals; HMO/PPO...

...Its products address the needs of payers, providers and third-party reviewers in the UNIX and Dos/Windows environment. The software links with hospital-based medical/surgical systems for enterprisewide reporting.

MediQual Systems, Inc. 1900 W. Park Dr. Westborough , MA 01 581 (800) 350-6444; (508) 366-6365; FAX: (508) 898-3008 Peter...Market: National HMO/PPO/Managed Care; Insurance Companies; Community Health Networks MEDNET, the only pharmacy benefit company administering funded and individual prescription plans, specializes in network management, flexible plan design, cost-containment features and online processing.

MedPlus Inc. 8600 Governor's Hill Dr. Cincinnati, OH 45249 (800) 444-6235; (513) 583-0500; FAX: (513...

...PS/2 and compatibles, IBM System/36 Medtron markets, installs and supports the Hospital Materials Management System for small- to medium-sized hospitals, and the Medical Practice Management System for any size medical practice.

Melyx Corp. 5622 West Lake St. Minneapolis, MN 55416 (612) 920-8230; FAX: (612) 920-9628 Chris Carson Marketing Market...

...Infinity is designed to meet the financial-management requirements of private- and faculty-based practice plans, private-practice groups, hospital-based groups and clinics.

Micro Medical Systems, Inc. P.O. Box 1257 Mandeville, LA 70470-1257 (504) 626-7731; FAX: (504) 624-4841 Ray Ganucheau President Hospitals; Home Health Price Range: $12...1,225 Hardware/Operating System: IBM PC and compatibles MS-DOS) Production of healthcare applications software. Packages include CCMS Clinical Computations Management System, LHMP Lifetime Health Monitoring Plan and patient-education programs. For IBM PC and compatibles.

MICROMEDEX, Inc. 6200 S. Syracuse Way, Ste. 300 Englewood, CO 80111 (800) 525-9083; (303) 486...

...Nancy K. Sayre Vice President, Marketing Market: Worldwide Hospitals; Long-term Care; Clinics/Group Practices; Home Health; Physicians MICROMEDEX, Inc. is a publisher of computerized medical-information systems addressing emergency medicine/critical-care concerns, drug information and clinical toxicology. The Computerized Clinical information System (CCIS) is available in five different methods, including CD...

...508) 777-5203; FAX: (508) 750-8295 John Moriarty President Market: National; Western Europe and Canada Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: 325 Price Range: $1,200 to $12,000 Hardware/Operating System: PC, DOS and Windows MicroScript...

...WA 98052-6399 (800) 426-9400; FAX: (206) 936-7329 Market: National; International Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Total Installed: 40 million+ Price Range: $49 to $19,995 Hardware/Operating System: Windows, Windows NT, MS DOS, Macintosh Microsoft is the worldwide leader...

...groups. Includes resource scheduling, hospital link, control of managed-care plan reimbursement, multigroup/central registration, electronic claims and remittance and EIS. Also, a solution for healthcare plan administration including automatic claims adjudication.

Miller & Moore 1850 C Terraceview Lane N. Plymouth, MN 55447 (612) 473-6696; FAX: (612) 473-6669 Randy Moore Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Miller & Moore completes critical-search assignments for corporate clients nationwide. Their mission is to help individual decision makers...

...Robinson Market: National; Canada Hospitals; Long-term Care; Clinics/Group Practices; Multi-Facility Organization Hardware/Operating

System: IBM RS/6000, UNIX MJS supplies the Xmplar Medical Information
System on IBM RS/6000 (UNIX-based) computers. Standalone or fully
integrated modules are available for ADT, CPI, health records, laboratory,
diagnostic imaging, order entry, patient...to 100 hospitals Price Range:
$20,000 to $250,000 Hardware/Operating System: UNIX, MS Windows NT MSI
provides healthcare information community networks and hospitalwide
medical records systems including imaging systems, interface
engines, communications networks and multimedia.

    Multum Information Services, Inc. 3200 Cherry Creek S. Dr., Ste. 300
Denver, CO 80209 (800) 968...

...3864 (214) 350-6214; FAX: (214) 350-7617 Mike Carr Director Market:
National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group
Practices; Home Health; Insurance Companies Total Installed:
3,000+ Price Range: $195 to $4,950 Hardware/Operating System: IBM PC or
compatible, DOS 2.1 or higher Namer: A...
...487-6723; FAX: (617) 487-6709 Sara Evangelous Director of Communications
Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies The National Managed Healthcare Congress (NMHCC) is the nation's
largest and most diverse educational forum for all professionals focusing
on the management of...

...871-6770; FAX: (617) 878-8703 James L. Navin President Market: National;
Canada Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group
Practices; Home Health; Insurance Companies Healthcare search
and recruitment services since 1983 for application software vendors,
consulting firms, providers and insurance companies.

    NEC America 1555 W. Walnut Hill Ln...

...systems.

    Nelson Data Resources, Inc. 4901 F St. Omaha, NE 68117 (800) 745-4712;
(402) 733-2700; FAX: (402) 733-2288 Mike Peterson Director of
Healthcare Systems Market: National Hospitals; Long-term Care;
Clinics/Group Practices Total Installed: 60+ Price Range: $16,400 to
$56,500 Hardware/Operating System: PC compatible, RS...Group Practices
Total Installed: 750 Price Range: $50,000 and up Hardware/Operating System:
IBM AS/400, OS/400 NMC Services develops, installs and supports
healthcare management information systems for physicians
offices, clinics and hospitals. An IBM Premier Business Partner, NMC
Services' software solutions operate on the powerful AS/400 computers.
Founded in 1973...

...Pl. Saskatoon, SK Canada S7N 3R2 (306) 975-1922; FAX: (306) 975-1902
Barbara Rackham Vice President Market: National; International Hospitals;
Long-term Care; Home Health NSI Nursing Systems Inc. is a
Canadian company specializing in patient-focused multidisciplinary clinical
information systems. NSI has developed and installed care planning,
charting, discharge plans and workload...

...by physicians, it leads the user through a production of a diet manual
designed for a specific weight, height, sex, occupation and disease.
    O
    Oacis Healthcare Systems, Inc. 100 Drake's Landing Rd.,
Ste. 200 Greenbrae, CA 94904 (800) 43-OACIS; (703) 330-8609; FAX: (703)
330-8306 Linda D. Marchant Marketing...

...Managed Care; Multi-Facility Organization; Community Health Networks
Total Installed: 90+ Price Range: Varies depending upon client requirements
Hardware/Operating System: UNIX, Sun Microsystems Oacis Healthcare
Systems' products capture all patient encounters across the continuum
of care. An advanced network management tool, the Oacis Gateway++,
integrates all data into the Oacis Data Repository, permitting the
integration of unique software applications for order entry, results,
display and clinical entry.
      Occupational Health Software Systems 6609 Tara Lane
Bainbridge Island, WA 98110 (800) 234-OHSS; (206) 842-5838; FAX: (206)
      780-0813 J. Steven Sprenger Market: National Hospitals; HMO/PPO...
423-7560; FAX: (214)
      423-7261 Michelle Patterson Inside Sales Coordinator Market:
Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/ Group
Practices; Home Health; Physicians; Insurance Companies;
Multi-Facility Organization; Community Health Networks Price Range: Depends
on product, call company directly for prices Hardware/Operating System: Our
products are compatible with...

...Hardware/Operating System: IBM PC or compatible, DOS operating system
Designs, develops, supports and sells complete training-management and
records-documentation software package. Training Officer, HealthCare
program, IBM PC or 1 00 percent compatible DOS operating system.
Software program includes registration, historical training records,
certification, budget, lending library and more.
      Patientransport Systems...one of our 85 locations. Additional
technical support/service is provided by our 24-hour hotline. PCR offers
cost-effective solutions and reliable service.
      PCS Health Systems, Inc. 9501 E. Shea Blvd. Scottsdale, AZ
85260 (800) 223-7745; FAX: (602) 661-2420 Market: National HMO/PPO/Managed
Care; Clinics/Group Practices; Home Health; Physicians;
Insurance Companies; Community Health Networks PCS is the largest
prescription-benefit manager in the United States, covering approximately
51 million individuals. PCS' technology, products and services optimize
patient outcomes and control costs by effectively linking participants in
the healthcare system. This includes physicians, patients,
payers, pharmacists and pharmaceutical manufacturers.
      PD Medical Systems 9700 S.W. Nimbus Ave. Beaverton, OR
97008 (800) 547-5500; (503) 641-5500; FAX: (503) 526-7702 Belinda Adkisson
Marketing Communication Manager Market: National Clinics/Group Practices
Total Installed: 500+ Price Range: $40,000 and up Hardware/Operating
System: UNIX, IBM RS/6000 and HP 25-year-old PD Medical Systems
develops, markets and supports computer systems and services for medical
practice management. PD CliniX is designed to organize the most complicated
mix of prepaid and...eliciting and recording patient findings, and
considering and refining diagnostic and management strategies. Problem
Knowledge Couplers have been designed to maximize the contribution of every
healthcare provider.
      Planar Systems, Inc. 1400 NW Compton Dr. Beaverton, OR 97006
(503) 690-6968 Terry Thomas Sales Manager Market: National Hospitals;
HMO/PPO/Managed Care; Clinics/Group Practices...

...100 Price Range: $25,000 and up Hardware/Operating System: IBM MVS PMSC
is a major integrator of application software for financial-risk bearers in
healthcare. Systems support managed care, provider/vendor data

management, capitation, claims/encounter adjudication, membership, premium billing, eligibility and point-of-service processing. Services include design, development, implementation...

...on PC-based networks that are Novell, IBM/Token Ring, VAX/VMS-compatible and use DOS and Windows operating systems. They can interface with other health information systems.

Precision Health Systems 1720 State Hwy. 34 P.O. Box 2220 Farmingdale, NJ 07727 (800) 451-5299; (908) 681-8700; FAX: (908) 681-5665 Michael M. Kennedy Market...

...of most systems are available. Most systems may be interfaced to existing software systems from other vendors or in-house developed. DRG calculation and optimization. Medicare code editing, ICD to CPT cross mapping and DRG monitoring and tracking systems are easily interfaced to existing MR abstracting systems.

...FAX: (510) 602-2024 Juli Todd-Habas Healthcare Industry Manager Market: National; International Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Price Range: $7,500 to $48,500 Hardware/Operating System: AS/400, System/38, System/36, UNIX; OS/400, CPF, SSP, UNIX Premenos is...

...s products and services enable companies to build an architected database of consistent, subject-oriented, historical information for decision-support applications and business reporting.

PRO-HEALTH Information Systems, Inc. 2001 Independence, Ste. 215 P.O. Box 525 Cape Girardeau, MO 63702-0525 (800) 575-7254; (314) 335-7770; FAX: (314) 334-5696 Bill...

...212) 818-1144; FAX: (212) 818-1197 Jacquelyn Parks Account Executive Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Total Installed: 200,000+ Price Range: $429.95 to $579.95 Hardware/Operating System: IBM PC or compatible, standalone or network configuration Lets users...

...and group practices. All facets of practice management including personnel and procedure manuals, A/R, A/P, computer selection and interim management services.

PROMODEL Corp. Healthcare Systems Division 13333 Blanco Rd., Ste. 302 San Antonio, TX 78216 (210) 493-1509; FAX: (210) 408-1529 Lou Keller Vice President Market: National; Worldwide Hospitals...

...1 or better PROMODEL Corporation produces, distributes and supports MedModel, a fully animated, Windows-based software program designed to support all aspects and areas of healthcare-systems modeling. Extremely versatile, Med-Model is every planner's ideal tool for the evaluation of complex healthcare systems functions.

SEE OUR AD ON PAGE 83.

Protege Corporation 4165 E. La Palma Anaheim, CA 92807 (800) 232-1347; (714) 961-7000; FAX: (714) 961...

...766-4242; FAX: (614) 766-1186 M. Sue Benford President Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Price Range: Varies

PHIS, Inc. offers creative and flexible electronic data interchange
services to the healthcare industry. Transform...546-9461; FAX: (619)
546-9470 Andy Lindgren Sales Manager Market: National; Worldwide Hospitals;
HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home
Health; Insurance Companies Price Range: $179 to $3,995
Hardware/Operating System: IBM compatible, Macintosh, DOS, Windows
DynaPulse products are computer-based blood pressure and heart rate...

...216) 228-2045; FAX: (216) 228-6286 Richard A. Kuehn President Market:
Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group
Practices; Home Health; Physicians; Insurance Companies;
Multi-Facility Organization; Community Health Networks Price Range: Hourly
fee Telecommunication management including system design and acquisition,
long-distance negotiation, outsourcing, voice/data integration...
Chattanooga, TN 37415 (304) 984-3828; FAX: (615) 870-4942 Joseph G. Messer
Vice President of Marketing Market: National Hospitals; HMO/PPO/Managed
Care; Home Health; Insurance Companies Total Installed: 35
Price Range: Varies based on size of licensee and transaction volume
Hardware/Operating System: PC hardware with hard disc, MS DOS...

...508) 485-8381; FAX: (508) 485-5824 Richard F. Kubli President Market:
National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group
Practices; Home Health; Insurance Companies Total Installed: 50
Price Range: $1 0,000 to $150,000 Hardware/Operating System: All types RFK
Associates, Inc. was formed in 1983 to provide system consulting services
to hospitals, clinics, HMOs, long-term care facilities and vendors of
healthcare systems. Services include system planning, system
assistance and custom systems. Custom systems are supported by a broad
range of hardware/communications platforms, operating systems and systems
...

...software and systems as well as outsourcing services designed to reduce
telecommunication-labor costs, increase efficiency and establish "Physician
Services Through Telecommunications" programs. Includes SmartPage
medical-paging system, PBX console integration
physician-answering service, physician-referral service, hospital
directory, alarm monitoring, on-call scheduling, physician registry,
patient information.
    Rockburn Systems, Inc. 2 Easy...

...475-7526; FAX: (708) 475-7830 Laurie Potter Director of Sales Market:
National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group
Practices; Home Health; Physicians; Insurance Companies;
Multi-Facility Organization; Community Health Networks Total Installed: 500
Hardware/Operating System: Windows, IBM 486 and compatibles, 16 MB
recommended for memory Sachs Group...
...physicians, clinics, HMOs and PHOs. With regional offices in six cities,
and a staff of 120 employees, Salcris is committed to providing the best in
medical practice-management systems.
    Saner Software 37 W. 222 Rte. 64, Ste. 253 St. Charles, IL 60175 (800)
448-6899; (708) 513-5599; FAX: (708) 513-4210 Michael Johnson...726-8649;
(408) 425-7222; FAX: (408) 458-4227 Americas Marketing Market: Worldwide
Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices;
Home Health; Physicians; Insurance Companies; Multi-Facility
Organization; Community Health Networks Total Installed: 1 million Price
Range: User-based, beginning at $695 Hardware/Operating System: UNIX The

Santa Cruz...

...systems. SAIC provides tool sets for solutions in distributed clinical-information systems integration, community health-information networks, clinical-data repositories, managed care and telemedicine.
    SDK Healthcare Information Systems 1550 Soldiers Field Rd. Boston , MA 02135 (617) 783-7351; FAX: (617) 787-5964 Claudia Kaufman Communications Director Market: National Hospitals; Multi-Facility Organization Total...

...929-7600; FAX: (301) 929-7680 Malissa Gularson Marketing Coordinator Market: National; Canada Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: 500+ Price Range: On a price quote basis by request Sentient provides technical consulting services and...446-2449; FAX: (215) 853-2079 Joan C. Mazur Market: National; England, Latvia Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Total Installed: 30 Price Range: $9,000 and up Hardware/Operating System: UNIX, Novell, VMS, AS/400 in client-server mode Shebele Inc. designs, develops and supports software systems for the automation of patient medical-data acquisition and processing in hospitals and clinics. The Modular Health Transaction System (MHTS) operates with UNIX, Windows, Novell, VMS, AS/400, DOS, Lantastic and many database environments.
    Siemens Medical Systems, Inc. 186 Wood Ave., S. Iselin, NJ 08830-2770 (908) 321-4500; FAX: (908) 494-2250 Market: National Hospitals; HMO/PPO/Managed Care; Clinics/Group...

...8763 Elizabeth Morley Director, Public Relations Market: National; 200 countries around the world Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Insurance Companies Price Range: $450 to $18,000 Hardware/Operating System: MS DOS, Windows, Macintosh, NEC (Japan) SilverPlatter publishes and distributes databases on compact disc and...

...stripe, carried by patient. Plus 2 is a PCMCIA Card with complete patient file kept at provider facility, replacing records folders. Licensee of Dr. Hope Medical Record system. Outreach and outcomes data, SOAP system, PenComputer interface, software, hardware, R&D EDI x.12 and HL7 interchange. Magnetic stripe for EDI transactions.
    SMI Inc...

...Product Marketing and Communication Market: National; Germany, Ireland, Italy, Spain, The Netherlands, UK Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: 1,300 SMS provides a comprehensive line of clinical, financial and management-information systems and support...The products offering include laboratory management system, radiology management system and pharmacy management system (4095).
    SEE OUR AD ON PAGE 89.
    SOFTMED SYSTEMS, INC./INNOVATIVE HEALTH SYSTEMS, INC. 8950 Cal Center Dr., Ste. 201 Sacramento, CA 95826 (800) 695-4447; (916) 368-4090; FAX: (916) 368-4984 Donald Ratcliff President Market: National...
...module Hardware/Operating System: IBM or compatible 386 or 486, DOS 5.0

or higher operates on any network system, preferably Novell SoftMed's comprehensive health information management system is a full line of integrated, modular software products designed to automate all aspects of health information management services for all levels of patient care...

...Shoreline Hwy., Ste. 295 B Mill Valley, CA 94941 (415) 331-4844; FAX: (415) 331-5910 William J. Sorkin President Executive search and recruiting for healthcare information-system vendors, consulting firms and hospitals.
    Source Computing, Inc. 627 S. 48th St., #100 Tempe, AZ 85281 (602) 829-7270; FAX: (602) 829-6917 William C...

...Develop, sell and support medical- and physician-office accounting software. A/R, billing, A/P, P/R. Also provide electronic clearing for all types of medical insurance claims.
    Source Data Systems, Inc. 950 Ridgemont Dr., N.E. Cedar Rapids, IA 52404-7222 (319) 393-3343; FAX: (319) 393-5173 Jeff Kenjar Director...2400; FAX: (312) 329-3668 Bill Zerbinopoulos Healthcare Sales Manager Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Price Range: $195 and up Hardware/Operating System: DOS, Windows, OS/2, UNIX, Macintosh, Midrange SPSS software is...

...800) 544-3477; (503) 221-0448 Andrew Ferguson Director of Marketing Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: 500+ Price Range: $5,995 and up Hardware/Operating System: IBM compatible PCs, 640K memory, DOS...

...100 Schaumburg, IL 60173 (708) 240-1811; FAX: (708) 240-9059 Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Standard Register is a business-management consulting and manufacturing company. We service all healthcare environments by providing customized...

...Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Physicians; Multi-Facility Organization; Community Health Networks Sterling Solutions Ltd. (SSL) is a nationally recognized expert on healthcare-management systems in the managed-care environment. SSL provides a full range of services to help practices, MSOS and PHOS select and implement computer systems. SSL has...

...provides the total CPR-ready solution for medical reporting. The RTAS 1000 delivers unparalleled power, connectivity, reliability and functionality for hospital-wide digital dictation. MDXpress medical transcription system, based on WordPerfect, uses industry standard components. Smartype for speed typing software reduces a transcriptionist's keystrokes by 60 to 70 percent.
    Sun Microsystems, Inc and services. Sun's innovative open client-server computing solutions are used by leading healthcare information system and medical imaging providers. To locate Sun's home page on the Internet through Mosaic, use URL http://www.sun.com.

Sunquest Information Systems, Inc...

...Hills, MI 48334 (810) 855-0960 Elaine Roach Executive Director Market:
National; International Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies; Multi-Facility Organization; Community Health Networks Formed in
1984 with the goal of assisting providers in reengineering healthcare
delivery, Superior is one of the...1200; FAX: (708) 733-0266 Steve Welton,
Vice President, Sales/Marketing Market: National Hospitals; HMO/PPO/Managed
Care; Long-term Care; Clinics/Group Practices; Home Health
Hardware/Operating System: PC-based, LAN compatible Systemetrics
develops and markets range of PC-based, networkable applications for
healthcare. Our applications and HL7-compatible. Systemetrics provides
24-hour...

...7701; (415) 969-7047; FAX: (415) 969-0118 Reba Gibbons Sales Market:
National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group
Practices; Home Health; Physicians; Insurance Companies;
Multi-facility Organization; Community Health Networks Total Installed:
20,000 Price Range: $6,000 to $25,000 and up Hardware/Operating System:
PCs, DOS...

...FAX: (703) 524-6666 William J. Cougherty Healthcare Information Services
Market: National; UK Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies; Multi-Facility Organization; Community Health Networks Price
Range: $100,000 to $2.5 million Hardware/Operating System: All A leader in
applied information technology...

...727-2001; FAX: (714) 727-2156 Patricia Davis Market: AZ, CA, HI, NV
Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices;
Home Health; Physicians; Insurance Companies Hardware/Operating
System: Intel-based hardware, SCO UNIX operating systems Provide
engineering and technical support for SCO UNIX operating environments and
the hardware platforms...

...382-1915 Jackie Pomponi, Sales and Marketing Manager Market: National;
Japan, Canada, Europe Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies Price Range: $89 to $179 Hardware/Operating System: Macintosh,
Windows, DOS LifeART computer illustrations enhance all your medical
communications. Six collections cover anatomy, healthcare...Ring and
high-speed networks. 3Com has worldwide research and development,
manufacturing, marketing, sales and support capabilities.
      SEE OUR AD ON PAGES 12-13.
      3M Health information Systems 575 W. Murray Blvd. Murray,
UT 84157-0900 (800) 367-2447; FAX: (801) 263-3658 Anna Sims-Jones Marketing
Communications Market: National; Canada, Australia, UK...

...Managed Care; Clinics/Group Practices; Insurance Companies Total
Installed: 3,000 Hardware/Operating System: Tandem, IBM PC, mainframe,
ADS/VX, UNIX, DOS, multiple platforms 3M Health Information
Systems (3M HIS) provides clinically oriented information systems for
inpatient and outpatient care. HIS products use expert system technology
decision support for clinical and administrative decision...

...CA 95670 (916) 851-3900; FAX: (916) 638-1820 Brian F. Conner Marketing Representative Market: National; Canada, former Soviet Republics Hospitals; Clinics/Group Practices; Home Health; Insurance Companies Total Installed: 45 Price Range: $30,000 to $1.5 million Hardware/Operating System: IBM compatibles, OS/2, DOS 3Net develops and implements its...

...Sybase UNIX, client-server. Object-oriented GUI. Available on 486. Health-base is an international provider database scheme for developers integrating managed care.
    Tri-Cord Healthcare Information Systems 22936 Mill Creek Rd., Ste. B Laguna Hills, CA 92653 (800) 350-3696; (714) 581-6734; FAX: (714) 581-6736 Don Kaczmarek Senior Account Representative...

...Canada Hospitals Total Installed: 28 Price Range: $15,000 to $450,000 Hardware/Operating System: DG, IBM, DEC, HP, PC clone, UNISYS, UNIX Tri-Cord Healthcare Information Systems is a software development/marketing firm providing information systems and services for over 15 years. TCHIS's SPIRIT 2000 is a comprehensive hospital information system...6696; FAX: (408) 970-7338 Dan Williams Healthcare Marketing Manager Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: 100+ UB Networks integrates all the various systems found in today's healthcare organizations into a...

...IA, NE, ND, SD, CO, UT, NM, AZ, WA, OR, ID, MT, WY Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians, Insurance Companies; Multi-Facility Organization; Community Health Networks Hardware/Operating System: integrated voice, video, imaging, data communications networks US WEST works with healthcare clients to meet...

...0648 John Payne Vice President of New Business Development Market: National; Canada, Europe Hospitals HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Total Installed: 85 Price Range: $3,000 to 250,000 Hardware/Operating System: DOS, Windows Velocity provides outcomes information-management solutions empowering clinicians, patients...

...477 Austin, TX 78748 (512) 328-4087; FAX: (512) 328-4147 Chris Van Waters Market: National Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Community Health Networks Total Installed: 3,000+ Price Range: $750 to $200,000 Hardware/Operating System: MS DOS, MS Windows We develop EDI systems...

...Rebecca Whitehead Marketing Communications Specialist Market: National; UK, South America, Japan, Canada, Australia Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Insurance Companies Total Installed: 2,500+ systems Price Range: $14,950 to $65,000 Hardware/Operating System: VTEL Mediamax, Penpal Graphics Ausin, Texas-based VTEL Corporation...

...3029; FAX: (404) 431-3030 Joseph Trivisme Principal Consultant, Healthcare Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians;

Insurance Companies; Multi-Facility Organization; Community Health
Networks Total Installed: More than 1,200 integrated workflow/imaging
systems Installed Price Range: Variable Wang provides technologically
advanced...Hardware/Operating System: PC-based, DOS Design and
implementation of integrated-medical and disability-management solutions
for self-insured employers. Develop and implement workers'-compensation,
medical-disability programs including injury-prevention
programs such as pre-employment screening, ergonomic assessment, job-task
analysis and functional-capacity assessment with fully integrated
messaging, reporting and communication...

...Multi-Facility Organization; Community Health Networks
Hardware/Operating System: DEC VAX Zebec is a computer service which
outsources your contract management/decision-support needs for
Medicare/Medicaid and managed care. Zebec's MEDTRAX System
automatically updates plan changes, providing up-to-date reports and
statistics on demand. Zebec interfaces with any existing...

 7/3,K/29   (Item 13 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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06662514   SUPPLIER NUMBER: 13926304   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Can we help a retarded child without cutting her benefits? (includes
  additional financial advice) (Money Helps) (Column)
Harrlys, Harris
Money, v22, n7, p27(3)
July, 1993
DOCUMENT TYPE: Column   ISSN: 0149-4953   LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1332   LINE COUNT: 00099

ABSTRACT: A couple in their forties can help their 24-year-old retarded daughter
without substantially reducing her Supplemental Security Income
and Medicaid by buying her a house. Additional financial advice and
information on a variety of subjects is provided.

 7/3,K/30   (Item 14 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c) 2009 Gale/Cengage. All rts. reserv.

06189544   SUPPLIER NUMBER: 13012517   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Yes, the market can curb health costs. (managed competition)
Faltermayer, Edmund
Fortune, v126, n14, p84(5)
Dec 28, 1992
ISSN: 0015-8259   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 3166   LINE COUNT: 00247

  ...DESCRIPTORS: Health insurance--

 7/3,K/31   (Item 15 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB

05929874   SUPPLIER NUMBER: 13022549   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Factors related to the provision of hospital discounts for HMO inpatients.
   (health maintenance organizations)
Kralewski, John E.; Wingert, Terence D.; Feldman, Roger; Rahn, Gary J.;
Klassen, Thomas H.
Health Services Research, v27, n2, p133(21)
June, 1992
ISSN: 0017-9124   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 6482   LINE COUNT: 00514

...   Chan, Kralewski, et al. 1990) found that the price sensitivity of
demand varies by HMO model type. The elasticity of demand for admissions by
staff-network plans was - 3.044. In other words, a hospital
would gain 3 percent more admissions from a staff-network plan
if price was decreased by 1 percent. This is contrast to a less
price-sensitive response by IPA plans.
      The research to date has dealt...

...create competitive markets for hospitals services is part of an
important policy issue. This issue centers on the potential use of price
competition in the health care system as a means to
improve the effectiveness and efficiency of the system. It is argued that
HMOs, by concentrating patients at particular hospitals and exerting...
analysis are listed in Table 1. For the purpose of this study we have
broadly defined discount to include every pricing arrangement at less than
list price.[1] Risk sharing, a separate and identifiable
feature of contracts, may or may not be associated with a discount. The
dependent variables - the presence or...very important in understanding
hospital-HMO contracting.
      Our data, along with our previous studies, indicate that HMOs are
playing an increasingly important role in the health care
delivery system and are creating markets that serve as important
agenda items for hospitals. It appears that the majority of the hospitals
are responding to these markets...

 7/3,K/32   (Item 16 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB

05792091   SUPPLIER NUMBER: 11866708   (USE FORMAT 7 OR 9 FOR FULL TEXT)
The M&A Rosters; third quarter 1991.
Mergers & Acquisitions, 26, n4, 65(65)
Jan-Feb, 1992
ISSN: 0026-0010   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 104170   LINE COUNT: 10201

...   as well as the management of data. Its principal products include
the design, manufacture, and sale of business forms, industrial and
consumer catalogs, directories and price lists, pressure
sensitive labels, and one-time carbon paper and carbon inks. It also
markets computer accessory supplies, computer hardware and software, tax
and utility billing...000   Revenues: $8,000,000
      Year End: 10-31-90   Year End: 12-31-90

Terms: Whittaker acquired the business and assets of 3M Diagnostic Systems, a unit of ...Sealed Air manufactures and distributes specialized protective packaging products and systems, including AirCap and PolyCap air-cellular packaging materials and Instapak foam-in-place packaging systems. Its other products include Cell-Aire and Cellu-Cushion polyethylene foam, Jiffylite shipping bags, Poly Mask adhesive coated masking materials, and Cold Seal cohesive films...Alsthom Compagnie Generale D'Electricite. Alcatel holds a 4-percent share of U.S. transmissions market through its Alcatel Network Systems unit. The Network Transmission Systems division of Rockwell International supplies products for telephones communications networks, including fiber-optic transmission systems, microwave transmission systems, digital multiplex products, and digital cross-connect...

...guidance systems, night vision devices, optical systems, electronic warfare systems, and laser systems. Its industrial systems and services segment manufactures, sells, installs, and services integrated systems, including material handling and management systems, control systems, and software and document management systems. Its marine engineering and production segment manufactures and overhauls military and ...of

Inc.   Colorado Inc.
Nashville, TN   Denver, CO
        Revenues: $1,010,000 Net Loss: $1,374,000 Year End: 12-31-90 Terms:
National Medical Waste acquired BioWaste Services of Colorado for an undisclosed amount of cash, stock, and the assumption of certain liabilities. Principals: National Medical Waste was formed to...total of 45 offices in Cambria, Somerset, Bedford, Westmoreland, Fayette, Indiana, and Blair counties in Pennsylvania and are members of both the Federal Reserve System and the FDIC. Deposits totaled $689.9 million at December 31, 1990. Subsequent to its acquisition of Peoples Federal Savings Bank, the five Peoples' offices will...offers retail installment, machinery, and equipment financing and industrial, commercial, and personal loans. It is also engaged in underwriting casualty, property, credit life, and health insurance. Kentucky Finance, a unit of Kentucky Central Life Insurance Co., is a consumer finance concern that handles direct consumer lending through 159 offices in 10 states...funds and for funds of local governments. Securities, Annuities & Insurance Services, a subsidiary of GNA Corp., a unit of Weyerhaeuser Co., operates the Investment Network of America program. GNA created the investment program under an agreement with the Bank of America in 1988 to bring tax-deferred annuities and mutual funds to the customers...

 7/3,K/33   (Item 17 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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04500908   SUPPLIER NUMBER: 08049130   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Third annual 1990 directory of human resources services, products and
   suppliers. (directory)
Personnel, v67, n1, p41(109)
Jan, 1990
DOCUMENT TYPE: directory   ISSN: 0031-5702   LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 105313   LINE COUNT: 10071

...   multiple
companies/divisions/departments and a
user-defined sublevel. PINSTRIPE [R] Benefits
Module is a benefit administration system
that handle flexible benefits, health and
welfare plans, defined contribution, and defined
benefit plans.
Ken Holec, President
Richard Lawson, Vice-President, Research
and Development
Brand Offices:
3333 Michelson Dr., Irvine, CA 92715;
714...benefits information.
Publications include the Employee Benefit
Plan Review and IBIS Review magazines,
Spencer's Research Reports on Employee
Benefits, Spencer's Compliance Guide for
Health and Benefit Plans, The Employee
Benefit Software Directory, Spencer's
Retirement Plan Service, the IBIS Briefing
Service, and numerous instructional booklets.
Charles D. Spencer, Editor
Bruce F. Spencer...312-583-8500
Contact: Mr. James F. Golden, Asst. Vice-President
No. of Employees: 5,000+
Published of looseleaf tax, labor, human
resources, social security/medicare,
securities/finance and trade/business law
services. Major publications include: Human
Resources Management (compensation,
employment relations, EEO, personnel
practices/communications, OSHA
compliance, Ideas and Trends...of 300 private specialty hospitals
providing data and information on inpatient
psychiatric care and hospital-based mental
health services. Booklets and data available
on mental health insurance coverage,
benefit design, and managed care programs (e.g.,
psychiatric case management). Free
resource catalog available.
Robert L. Thomas, Executive Director
National Planning Data Corporation...President
No. of Employees: 5
Computerized job interviews and weighted
application blank studies to predict employee
turnover and employee theft.
Brooks Mitchell, Ph.D., President
Health Evaluation Programs, Inc., 808 Busse
Hwy., Park Ridge, IL 60068; 708-696-1824;
800-323-2178
Contact: Arlene Kendzy
No. of Employees: 55
Health Evaluation Programs, Inc. (HEP)
provides health services for business and
industry with medical instrumentation, mobile and

fixed-site testing. HEP will develop a ...Largest recruitment
section in the southeast
        with Sunday circulation of 665,000. Atlanta
        offers strong representation in the high-tech,
        computer, telecommunications,
        transportation, aerospace, manufacturing, medical,
        banking, and insurance industries. Over four
        Sundays, we reach 93% of the 841,000 plus
        white-collar workers in Atlanta. Member of
        Cox Newspapers Recruitment Advertising
        Network.
        Jay...

 7/3,K/34   (Item 18 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c) 2009 Gale/Cengage. All rts. reserv.

03718920   SUPPLIER NUMBER: 06787180   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Rx: buy right. (businesses need to manage cost of health care; includes
  related article)
Braham, James
Industry Week, v237, n9, p45(4)
Nov 7, 1988
ISSN: 0039-0895   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 3762   LINE COUNT: 00294

...   costs.
        * Companies have adopted utilization review procedures, such as
requiring certification before a hospital stay and a second opinion before
surgery.
        * They have offered HMO (health maintenance organization)
plans that promised to be a lower-cost alternative to traditional
indemnity or fee-for-service insurance.
        * They have turned to self-funding, leaving the insurance...

...providers a reason to work for this goal."
        ALLIED'S PLAN. Through a threeyear contract with Cigna Corp.,
Allied-Signal in March instituted a managed health-care
plan that by 1990 will cover the company's 65,000 salaried and other
nonunion employees, plus dependents, This single national plan, which will
replace the...continuing:
        * New and expensive technology.
        * An aging employee base, requiring more care.
        * Unnecessary surgical procedures.
        * Cost shifting. The government, for example, was shifting costs from
Medicare to the private sector. Hospitals were shifting costs from
in-house to outpatient care.
        Plus, "a whole new array of factors" was appearing, Mr. Duva...

...costs for three years boggles my mind," says the benefits director of
another large corporation.
        A BELL PLAN. Southwestern Bell Corp. has a similar managed
healthcare plan. Self-funded, administered by Prudential
Insurance Co., it places no cap on company costs, however. And, unlike
Allied-Signal's, it includes union employees and...

...is for many more organizations to demand such arrangements," he contends.

In the Allied-Signal plan the employee selects a primary-care physician from the network, whether he plans to use him or not. When service is needed, he can go to that physician and receive all the network benefits.

The network physician is...two years.

Most providers continue to resist corporate attempts at securing information, however. In Erie, Pa., Lord Corp. has surveyed area pharmacies and posted a price list for its employees. "But when you get into the heavyhitting stuff, the hospitals, we've found it impossible," Mr. Busch complains. "Our coalition in town...corporations and other healthcare managers are beginning to negotiate more attractive prices, the providers are shifting costs to companies not yet bargaining, charging a higher " list price."

"This dynamic," Mr. Moynahan believes, "will bring a lot more players [companies] into the business of negotiating with the providers. What ultimately will happen, hopefully...

...DESCRIPTORS: Health insurance--

7/3,K/35   (Item 1 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01782113   SUPPLIER NUMBER: 16824289   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Bulletin boards. (Software Review)(Evaluation)(Brief Article)
Wong, William
Computer Shopper, v15, n6, p663(13)
June, 1995
DOCUMENT TYPE: Evaluation Brief Article   ISSN: 0886-0556
LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 17892   LINE COUNT: 01418

...   Graphics. 8 lines, 14400. $5 monthly. Interlink conferences, Chatlink, Majornet, NETACCESS.
     Cocoa 634-5950. S.O.S. Business Network. 1 line, 14400. $10 quarterly. Entrepreneurs, MLM, importers/exporters, work-at-home.
     Jensen Beach 334-8373. Magic Carpet BBS. 2 lines, 14400. No fee. Windows-based online viewing.
     Jupiter 575-7439. ROMper...No fee. Online games. Files.
     Franklin 586-4506. Frontiers BBS. 1 line, 38400. No fee. General-public BBS, shareware files.
     La Grange 222-2131. Home Healthcare Systems Inc. 1 line, 14400. No fee. Customer support, general.
     Ledbetter 898-4139. Thunder Palace. 1 line, 14400. No fee. Messages, files, topics of interest.
     Louisville...827-5274. AlterNet BBS. 2 lines, 38400. No fee. Information station. Fee CD-ROM access.
     Auburn 832-7542. The Information Society. 1 line, 57600. No fee. BBS lists, CD-ROMS, netted.
     Auburn 756-2227. Rocket Town Computing BBS. 2 lines, 28800. No fee. Free download first call.
     Ayer 772-3215. The Yellow Submarine...

...Tour de Force. 2 lines, 28800. No fee. Fido/Bay/Genius/Search nets.
    Medway 533-5426. CD's for PC's. 1 line, 38400. No fee. Online
catalog dedicated to CD-ROMs.
    Milford 473-3899. Info-Mart. 1 line, 14400. No fee. Children's
educational games.
    Milford 478-0153. Gadge'-Tronics Computer Consultants...The Nth
Dimension. 1 line, 28800. No fee. No ratios, full access first call.
    Detroit/Clinton Township 412-1302. MegaSoft Online. 1 line, 14400. No
fee. Home of "Executioner" menu system.
    Ferndale 542-0186. Standing Room Only. 1 line, 14400. No fee. CD-ROM,
adult, and files.
    Flint 736-5912. Checkerboard BBS. 1 line, 14400...

 7/3,K/36   (Item 2 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01770466   SUPPLIER NUMBER: 16825742   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Bulletin boards. (Hardware Review)(Evaluation)
Baldasserini, Mario
Computer Shopper, v15, n5, p655(13)
May, 1995
DOCUMENT TYPE: Evaluation   ISSN: 0886-0556   LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 19900   LINE COUNT: 01569

...   14400. No fee. Latest Atari shareware. Jaguar files.
    Fallon 423-8352. AmigaBoard BBS. 2 lines, 19200. No fee. Politically
incorrect BBS.
    Henderson 565-7336. The Health Watch System BBS. 2 lines,
14400. No fee. Health needs. Newsletters, hard-to-find tips.
    Las Vegas 222-0409. Vega$ Online BBS. 22 lines, 2400. 25 cents...
Houston 683-1995. Liberty BBS. 5 lines, 57600. $35 annually. Technology,
networking. Internet.
    Houston 280-8586. The Computerized Networker. 2 lines, 14400. $60
biannually. Network marketing, bartering.
    Houston 531-7517. The Terminal Zone. 1 line, 14400. No fee. Usurper,
TW2002, LORD. Echomail.
    Houston 556-0657. Tax One. 4 lines, 14400. $5 monthly...868-5274.
Shock! BBS. 2 lines, 14400. $30 annually. Doom, Doom, and more Doom.
    Newport 334-7976. CUS-VT BBS. 2 lines, 38400. No fee. Source
VTBBS list.
    Sharon 295-6302. The File Pool BBS. 1 line, 19200. No fee. DOS,
Windows, OS/2 files. Games.
    St. Albans 524-4637. Bit O' Bytes BBS...

 7/3,K/37   (Item 3 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01753093   SUPPLIER NUMBER: 16670809   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Bulletin boards.(Directory)
Computer Shopper, v15, n4, p663(12)

April, 1995
DOCUMENT TYPE: Directory   ISSN: 0886-0556   LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 17444   LINE COUNT: 01357

...   Graphics. 8 lines, 14400. $5 monthly. Interlink conferences,
Chatlink, Majornet, NetAccess.
     Cocoa 634-5950. S.O.S. Business Network. 1 line, 14400. $10 quarterly.
Entrepreneurs, MLM, importers/exporters, work-at-home.
     Debary 668-7601. Debary Mountaineer. 1 line, 14400. $25 annually.
     Kissimmee 348-2006. The No-Name BBS! 3 lines, 19200...line, 14400. No
fee. Online games. Files.
     Hopkinsville 886-7146. The FlightLine. 1 line, 14400. No fee. Nets.
Renegade support.
     La Grange 222-2131. Home Healthcare Systems, Inc. 1 line,
14400. No fee. Customer support, general.
     Ledbetter 898-4139. Thunder Palace. 1 line, 14400. No fee. Messages,
files, topics of interest.
     Louisville...networks, conferences.
     Ashburnham 827-5274. AlterNet BBS. 2 lines, 14400. No fee. Alternative
health care.
     Auburn 832-7542. The Information Society. 1 line, 57600. No fee.
BBS lists, CD-ROMS, netted.
     Auburn 756-2227. Rocket Town Computing BBS. 2 lines, 28800. No fee.
Free download first call.
     Billerica 663-

 7/3,K/38   (Item 4 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01681222   SUPPLIER NUMBER: 15359868   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Bulletin boards.
Computer Shopper, v14, n6, p633(28)
June, 1994
ISSN: 0886-0556   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 51923   LINE COUNT: 03949

...   BBS; sysop Marvin Zebian. 20 lines--486; 1200Mb running WildCat 3.1
with U.S. Robotics at up to 38400 bps. Estab. 03/93; no fee.
Lists contract jobs available, specializing in OS/2 & Windows
client/server utilities.
     Arcadia 358-6538. IntelNET; sysop Fred Coles. 1 line--486; 245Mb
running VBBS 6...running Galacticomm 5.31 with Cardinal at up to 19200 bps.
Estab. 03/93; no fee. PC shareware/freeware, political forums, entire
Clinton economic and health plans, local topics.
     Wallingford 265-1271. Shanghai BBS; sysop John Casper. 1 line--386;
850Mb running Maximus 2 with U.S. Robotics at up to 14400...60Mb running
Oracomm Plus 7.P with Generic at up to 2400 bps. Estab. 02/92; $25
biannually. The online social club of the NixPix network,
offering adult conversation and interactive support.
     Grayslake 548-6103. The File Sponge BBS; sysop File Sponge. 1
line--386; 303Mb running Renegade 01-02-94 with...Gary Barr. 12 lines--486;
2700Mb running Remote Access V2.01 Prof with U.S. Robotics at up to 57600
bps. Estab. 05/85; no fee. SUPRT BBS list, adult areas,

MS-DOS/Amiga/Mac areas, files via satellite, fire/EMS, much more.
     Evansville 476-7564. The Aquila System; sysop Brian Fahrlander. 1 line
...Cage; sysop Clay Smith. 1 line--286; 160Mb running Spitfire 3.4 with
U.S. Robotics at up to 38400 bps. Estab. 12/92; no fee. Huge
list of Louisiana bulletin boards.
     Houma 851-4230. Computer Associates of Louisiana BBS; sysop Rick
Luquette. 1 line--486; 600Mb running QuickBBS 2.80 Beta with...

 7/3,K/39   (Item 5 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01352519   SUPPLIER NUMBER: 08182804   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Database directory 1990. (buyers guide)
Data Based Advisor, v8, n1, pS18(77)
Jan, 1990
DOCUMENT TYPE: buyers guide   ISSN: 0740-5200   LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 46989   LINE COUNT: 04063

...   LAN, and track support calls. $1495
     Netreports
     Brightwork Development, Inc. P.O. Box 8728 Red Bank, NJ 07712 (800)
552-9876 fax: (210) 530-0622
     Network management programs for NetWare LANs, $295
     Network Test System
     J.R. Whipple & Associates 1659 Scott Blvd., #1 Santa Clara, CA 95050
(408) 243-2796
     Automatically test and...Invoicing System
     Inland Computers of California 1810 Main St. Ramona, CA 92065 (619)
789-7485 fax: (619) 789-7431
     Track loadsheets, invoices, and cartage. Multiple price
lists.
     DAY CARE
     ABC Child Care
     Texas Management Systems 1920 Webster Dr. Plano, TX 75075 (214)
596-0887 fax: (214) 250-6721
     An accounting and student...289-9290
     Modules for nurse staffing, personnel benefits, and quality
assurance.
     Medisin
     Decision Tree Systems One Redwood Lane Ridgefield, CT 06877 (203)
438-4902
     A medical staff information system with mailmerge,
reports, and more.
     The Data Care System
     Health-Data Care, Inc. 201-203 Yonge St. South Aurora, ON L4G 3R2
(416) 841-1437...MEDICAL
     FOXMed
     Alamo City Computer 16601 Blanco Suite 206 San Antonio, TX 78216 (512)
492-2225
     Medical software with source code and no royalties. $1995
     Medical Systems
     Amston Management, Inc. 515 Madison Ave., Suite 2500 New York, NY
10022 (212) 980-1860

Medical software for leading systems including training and enhancements.
    Medical Billing
    Barecomp 5206 E. Woodwind Lane Anaheim, CA 92807 (714) 777-3933
    Medical billing system with electronic claim processing.
    Health Trac
    BASE 2 Products, Inc. 1150 Serenade St. NW Palm Bay, FL 32907 (407) 728-5974
    Medical practice systems hardware and software. $7000
    Medi-Mate
    Computeck Business Systems 4380 Viewridge Ave., Suite B San Diego, CA 92123 (619) 571-7961
    Medi-Mate sales and...

...442-1180
    Gateways to mainframes for easy access to information. (Medical installations)
    PRISM
    ProCon 633 Sheffield Lane Bolingbrook, IL 60439 (312) 985-2108
    A chiropractic/medical system.
    Bad Debt Tracing System
    Sound Investment Enterprises P.O. Box 9420 Panama City, FL 32407 (904) 235-0535 fax: (904) 233-6560
    Software for hospital...Integration Group 501 N. Commonwealth Ave., #19 Fullerton, CA 92631 (714) 680-4133
    We customize, install, train, and support medical and dental software and hardware.
    Medical Systems
    Unified Information Systems, Inc. P.O. Box 632 New Castle, IN 47362 (317) 529-0658
    Dental and physician systems with billing, G/L, and patient...dBASE IV, and Clipper.
    ARIZONA
    Consulting/Programming
    ADS-Accounting Development Service 715 W. Baseline, #3-108 Tempe, AZ 85283 (602) 431-1011
    Custom accounting and medical systems for small businesses.
    Consulting/Programming
    Fincomp P.O. Box 41893 Phoenix, AZ 85080-1893 (602) 780-2208
    Clipper and FoxBASE+ custom programming. PC software and...DATABOSS Tools, [10] American Software Consultants Consultants/Programmers, [28] Amston Management, Inc. Accounting Systems, [28] Apparel Software, [27] Consultants/Programmers, [28] Import/Export Systems, [27] Medical Systems, [27] Anchor Research Consultant/Programmer, [28] Anderson Computing Experts dBASE/Clipper Applications, [28] Apex Computer Resources Software design, [28] Apex Software Corp. Apex Database Library...Windows, [1] Burns & McDonnell Engineering Programming, [28] Business Computer Consulting Comprehensive Business Records Management System, [3] Business Computer Systems, Inc. Power Producer, [27] Business Services Network Roster Program, The, [27] Business Tools, Inc. TAS Professional 3.0, [1] ButtonWare PC-File:dB, [1] Buzzwords International dAnalyst, [14] Mach-4, [6] Screen Shooter, [11...DbFrame or ParaFrame, [18] DbMerge or ParaMerge, [18] Parafix, [17] TSRLOCK, [16] Turnkey Mini-Computers Database Design, [28]
    U

Unified Information Systems, Inc. Consultants, [28] Medical
Systems, [27] University Research, Inc. ClipArt Libraries, [6] dProg,
[12] Hazardous Chemical Records Tracking System, [27] Laser Cartridge
Refill Manual, [21] Unlimited Software, Inc. MotionSoft, [27...

7/3,K/41   (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
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17438240 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Health Insurance Issues Can Be Complicated, Confusing
Megan Mulholland
KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS   (POST-CRESCENT - APPLETON,
WISCONSIN)
June 25, 2001
JOURNAL CODE: KPOC   LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 702

   (USE FORMAT 7 OR 9 FOR FULLTEXT)
Health Insurance Issues Can Be Complicated, Confusing

     When   trying to make sense of the health insurance
 industry, think of it like a football team.
     When the Green Bay Packers take the field, each player has a job --
catching the ball, protecting...
...   running back, for instance, proves effective on third down and
short while another is better for longer plays.
     On a fundamental level, the complicated, expansive health
insurance industry works the same way. Unfortunately, plotting the
landscape is not as simple as drawing X's and O's on a chalkboard.
     In other...

...the United States.
     Commercial players include giants such as Blue Cross Blue Shield
United of Wisconsin and Humana, or smaller local companies like Touchpoint
and Network Health Plan.
     Some employers offer self-funded health insurance and hire
a third-party administrator to run an account for employees' care needs.
And the field broadens with government programs like Medicare,
Medicaid and worker's compensation.
     "You're dealing with a whole bunch of companies with their own
strategic plans and business needs," said Jay Fulkerson, president...

... doctor, hospital or provider; insurance and the patient would each pay
part of the bill. But today, more than half of all Americans who have
health insurance are enrolled in some kind of managed care
plan, an organized way of providing services and paying for them, said the
agency, which is a...

... one of two formats: health maintenance organizations (HMOs) and
preferred provider organizations (PPOs).
     An HMO offers members a range of health benefits for a monthly
fee. HMOs provide a list of providers. Patients pay nothing or
a copayment, like $5 or $10, for services. If patients go outside the HMO
network, they pay the entire...

SIC CODES/DESCRIPTIONS: 7941 (Professional Sports Clubs & Promoters); 6320
   (Medical Service & Health Insurance); 6300 (
   Insurance Carriers)
NAICS CODES/DESCRIPTIONS: 711211 (Sports Teams & Clubs); 524114 (Direct
   Health & Medical Insurance Carriers); 5241 (Insurance
   Carriers)

 7/3,K/42   (Item 2 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
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12509346 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Selecting the Right Health Care Plan Requires Research
Megan Mulholland
KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS (POST-CRESCENT - APPLETON,
WISCONSIN)
August 22, 2000
JOURNAL CODE: KPOC   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 1211

   (USE FORMAT 7 OR 9 FOR FULLTEXT)
Selecting the Right Health Care Plan Requires Research

     The   right   health insurance can remedy many ailments, but
the wrong coverage can lead to even bigger headaches -- like bankruptcy.
     Research, and knowing what you need, is the prescription for selecting
health insurance.
...   people need to understand what's available, say Miller and Charly
Wrzesinski, agent-owner of Fox River Insurance, 1920 E. Northland Ave.,
Appleton.
     With any health plan , there is a required premium,
typically a monthly payment made by either the member or his employer.
     Health plans differ in their approach, including choice of
providers, out-of-pocket costs and how bills are paid, reports the state's
Consumer Guide to Health...

...pay the difference between the provider charges and the plan's payment.
     Health maintenance organization (HMO) -- HMOs offer a range of
benefits for a monthly fee.
     They have a list of primary care doctors. This physician -- a
gatekeeper -- coordinates care, meaning members must contact him to be
referred to a specialist. With some HMOs, members...

... as a POS plan. Members can refer themselves outside the plan and still
get some coverage.
     If the doctor makes a referral out of the network, the
plan pays all or most of the bill. If members refer themselves to an
outside provider and the service is covered, members pay coinsurance.
     Individual plans...

...short and long term, Wrzesinski said.
     Recent graduates or those between jobs often purchase them, he said. A
medical savings account remains yet another possibility.
     Medicare is the main insurance for those 65 and older.

Wrzesinski normally sells plans with freedom to choose a hospital and
doctor. People can get options to help cover certain items, like the
deductible.
     Low-income programs -- The Health Insurance Risk Sharing
Program, offered by the federal government, can help if you've been turned
down for health insurance coverage.
     Medicaid , or medical assistance, covers some low-income people
(especially children and pregnant women), and disabled people. Wisconsin's
BadgerCare provides coverage for many low-income families not eligible for
Medicaid.
     Healthy Start is for pregnant women, low-income children and teens up
to age 19.
     Different people, different needs There are two categories of
insurance...

... many choose higher deductibles, -- like $500 or $1,000 -- to keep the
premiums down because they're healthy and young," Wrzesinski said.
     People should choose health insurance based on the quality
of a company and plan first, Miller said, and not based on low-cost
prescriptions, doctors' fees, etc.
     "Most buy because...
... and have the bells and whistles. Others do not care and want to pay
less."
     Miller suggested a few items to think about when buying health
insurance: * How large is the risk pool?
     "Joining a large group is always best," he said. "It provides the
lowest rates and most stable premiums."
     -- How... percent of bankruptcies were caused because of health care
benefits, he said. "The majority were not uninsured; they were
under-insured," he said. "They had health insurance, but it
didn't cover them adequately."

SIC CODES/DESCRIPTIONS: 6320 (Medical Service & Health
   Insurance)
NAICS CODES/DESCRIPTIONS: 524114 (Direct Health & Medical
   Insurance Carriers)

 7/3,K/43   (Item 3 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
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07851951 (USE FORMAT 7 OR 9 FOR FULLTEXT)
New Jersey Insurers to Cease Coverage of Insulin Sensitizer
David Shook
KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS (RECORD - HACKENSACK, N.J.)
October 21, 1999
JOURNAL CODE: KREC   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 833

   (USE FORMAT 7 OR 9 FOR FULLTEXT)

     ... Rezulin, a so-called insulin sensitizer and the company's second
best-seller, from a preferred list of drugs covered under a minority of its
health plans . Aetna U.S. Healthcare, the state's largest
insurer after buying Pru Healthcare this year, also may remove Rezulin from

its nationwide list of preferred...
...   slightly higher co-pay for preferred branded drugs, and the highest premium for non-preferred drugs. Horizon has about 65,000 members with the three-tiered prescription coverage plan who will pay more for Rezulin.
    Nationwide, Rezulin has been used by about 1.6 million people and is the second highest grossing pharmaceutical Warner...

... be a factor. Generally, Actos and Avandia are less expensive, Horizon's Terry Leach says. Warner-Lambert says it has no plans to change the catalog price of Rezulin, but will negotiate with insurers.

 7/3,K/44   (Item 1 from file: 613)
DIALOG(R)File 613:PR Newswire
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00483294 20001220HSNATL1 (USE FORMAT 7 FOR FULLTEXT)
PR Newswire National Summary, Wed., DEC. 20, to 10 A.M., EST
PR Newswire
Wednesday, December 20, 2000 11:58 EST
JOURNAL CODE: PR NEWSWIRE, INTERACTIVE CONNECTION LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 6,950

...Air Force Contract for
    C-130J Training Systems

    CHW010 12/20/2000 08:29 r f bc-TN-Eastman-price-incr
    (KINGSPORT) Eastman Increases Off-List Price for
2-Ethylhexanoic Acid

    DCW006 12/20/2000 08:29 r f bc-VA-Systar-Atos-Origin
    (ATLANTA) Systar Partners With Atos Origin to Deliver...

...Elva, Inc. Develops The Next Generation Smart Card Technology
    NYW012 12/20/2000 08:36 r f bc-NY-ThruPoint-security
    (NEW YORK) ThruPoint Augments Network Security Offering

    CLW011 12/20/2000 08:37 r f bc-IN-Arthritis-study
    (WARSAW) Arthritis Patients Are Largely Unaware of Treatment Options

    NYW010 12/20/2000...Commences Tender Offer for Detection Systems Inc.

    MNW002 12/20/2000 09:03 r f bc-MN-Employers-Associat
    (BROADVIEW) Metro Physicians, Employers and County Health
Plan
    Announce Private-Public Venture Discussions

    MNW001 12/20/2000 09:05 r f bc-MN-Eschelon-Telecom
    (MINNEAPOLIS) Eschelon Telecom, Inc. Completes Installation of
    Network...

 7/3,K/45   (Item 2 from file: 613)

DIALOG(R)File 613:PR Newswire
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00330483 20000509MNTU030 (USE FORMAT 7 FOR FULLTEXT)
American Medical Security Group Announces Financial Results for 1st Quarter
2000 expected to continue for remainder of 2000 -- MedOne, group dental and
group life sales and profits continue strong -- Stock repurchase program
expanded
PR Newswire
Tuesday, May 9, 2000 16:31 EDT
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 1,347

TEXT:
...the last half of 1999, the company implemented
significant price increases and exited three unprofitable markets. To
reduce
claim costs, AMS also initiated a two-tier drug program,
recontracted with its
pharmacy benefit manager, and implemented a number of projects to enhance
claims cost management.

...the run-off of the CNA block acquired January 1, 1999,
the decline in membership in exited states, and lower sales as a result of
price increases.

                          Balance Sheet
    At March 31, 2000, the company had a book value per share of $15.01 and
a
tangible book value per share of $7.86...

...Board of Directors voted to expand the common
share repurchase program by an additional $5 million.

    American Medical Security Group, through its operating subsidiaries,
markets health care benefits and insurance products to
small businesses,
families and individuals. Insurance products of American Medical Security
Group are underwritten by United Wisconsin Life Insurance Company. The
company serves...

 7/3,K/46   (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2009 Gale/Cengage. All rts. reserv.

03493367   Supplier Number: 47205411 (USE FORMAT 7 FOR FULLTEXT)
Second Cancer Network Meeting Tackles Wooing Managed Care
Medical Outcomes & Guidelines Alert, v5, n5, pN/A
March 13, 1997
Language: English   Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 452

...   may well pay off.

Six weeks ago, the network named as new CEO, William McGivney, former
vice president of clinical and coverage policy at Aetna Health
Plans. He spearheaded Aetna's centers of excellence program, which
permits referrals to academic centers of excellence under managed care.
With expertise in managed care contracting, public policy, and technology
assessment (McGivney previously headed the AMA's technology assessment
program). He is seen as having the necessary skills to move the
network forward in marketing top-level cancer care services to
managed care organizations. In his welcoming address, McGivney said that he
hoped to "develop business partnerships" and explore "potential...

...the network, criticizing several areas of state-of-the-art cancer care.
    Newcomer took issue with inflated chemotherapy pricing -- "sometimes
reimbursed at 100 percent of catalog prices," a concern that
oncologists are "becoming nothing more than chemotherapy technicians," and
disdain for chemotherapy manufacturers, whose "profit margins sometimes
exceed 500 percent." There would...

 7/3,K/47   (Item 1 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0708662   BW0082

ADVANCED LOGIC RSRCH 1:   New ALR Revolution MP II+ 233-MHz system
     strengthens   company's server strategy with increased CPU
    performance, upgradeability and manageability

June 02, 1997

Byline: Business Editors and Hi-Tech Writers

New ALR Revolution MP II+ 233-MHz system strengthens company's
    server strategy with increased CPU performance, upgradeability and
    manageability

    ...said Genny Ortegon, ALR's vice president of marketing.
    "In addition, our 233-MHz Pentium processor upgrade kit addresses
both the short and long-term needs by offering a reliable and
upgradeable solution that meets their immediate requirements and at
the same time allow for future network growth."
    Ideal for 32-bit operating...
...leading
network operating environments, including Microsoft Windows NT,
Novell NetWare, IBM OS/2, SCO UNIX, Sun Solaris, and UnixWare.
Pricing and Availability
    With a starting list price of $2,995, the 233-MHz Pentium-b
ased
ALR Revolution MP II+ workgroup server is available immediately
through ALR PrimeLine Direct and the company's...

 7/3,K/48   (Item 2 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0503543   BW0058

Business Wire Recap

July 25, 1995

Byline: EDITORS

    ...07:01)
        (BROADWAY-SEYMOUR)(BSIS) Charlotte, NC--BROADWAY & SEYMOUR
REPORTS EARNINGS FOR THE THREE MONTHS ENDED JUNE 30, 1995 (BW1017
07:26)
        (CASE)(CSE) RACINE, Wis.--CASE CORPORATION FILES TO OF
FER 9
MILLION SHARES OF COMMON STOCK (BW0019 07:29)
        (SQA) WOBURN, Mass.--Leading Research Shows SQA is the Top
Software Quality...BW0029 08:04)
        (TIMBERLINE-SOFTWARE)(TMBS) BEAVERTON, Ore.--TIMBERLINE
SOFTWARE DECLARES QUARTERLY DIVIDEND (BW1063 08:05)
        (PILOT-SOFTWARE) CAMBRIDGE, Mass.--Pilot Software joins
Sun's Network Business Advantage Program; Leading OLAP provider
 to
participate in Data Warehouse Alliance Program (BW1064 08:05)
        (SUN-MICROSYSTEMS-4)(SUNW) NEW YORK--SUN'S SUCCESSFUL CUSTOMER
MANAGEMENT SOLUTIONS...

...Control Market to Near $1.2 Billion by 2001, Paced by New
Sterilization Systems (BW1066 08:06)
        (SUN-MICROSYSTEMS-5)(SUNW) NEW YORK--SUN LAUNCHES NETWORK
BUSINESS ADVANTAGE PROGRAM FOR CORPORATE MARKET; Also Announces High
Availability Systems, Support (BW0031 08:06)
        (FROST-&-SULLIVAN-2) MOUNTAIN VIEW, Calif.--Process Industry
Valve/Actuator Sales to Grow...1 ATX is major enhancement of SMC's award-wi
nning family of
multiprotocol, multilayer LAN switches (BW1119 08:46)
        (COMMUNITY-HEALTH)(CYH) NASHVILLE, Tenn.--Community Health
Systems Reports 68% Gain In Second Quarter Earnings Per Share (BW112
1
08:48)
        (

 7/3,K/49   (Item 1 from file: 13)
DIALOG(R)File 13:BAMP
(c) 2009 Gale/Cengage. All rts. reserv.

00809214   Supplier Number: 94198859 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Steel tariffs--critical analysis and commentary.

Global Competitiveness, v 10, n 1, p 177
January 2002
DOCUMENT TYPE: Journal ISSN: 1071-0736 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 4100

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:
...and National, have been less successful.

These companies are burdened with huge liabilities on their balance sheets,
most notably the "legacy costs" which are the health insurance
and pension liabilities to their retirees. Past inflated employment
practices have caught up with big steel. At US Steel, there are five
pensioners for every...
...retirees to utilize the existing benefits offered by the Pension Benefit
Guarantee Corporation (PBGC), in addition to tax credits to lessen the cost
of obtaining health care insurance. With regard to trade
barriers, the administration imposed tariffs of 8 to 30 percent on steel
imports as illustrated in Table 3. The tariffs were...

...United States at remarkably steady levels in recent history, hovering
around 6 million tons a year. Armed with this argument, the EU announced a
two-tier plan of reprisals against the US. EU plans to impose a
100 percent tariff on close to $400 million worth of US products as early
as...

...tariffs have distorted the picture. With tariffs of up to 30 percent on
imports, US steel producers took advantage of the situation and hiked their
prices. Hot rolled steel sheet sold for $210 a ton in 2001. In
April 2002, the price went up to $240 and in May rose again to $300 a ton
...

```
? show files;ds
File 350:Derwent WPIX 1963-2009/UD=200970
        (c) 2009 Thomson Reuters
File 344:Chinese Patents Abs Jan 1985-2006/Jan
        (c) 2006 European Patent Office
File 347:JAPIO Dec 1976-2009/Jul(Updated 091030)
        (c) 2009 JPO & JAPIO
File 371:French Patents 1961-2002/BOPI 200209
        (c) 2002 INPI.  All rts. reserv.
File 348:EUROPEAN PATENTS 1978-200944
        (c) 2009 European Patent Office
File 349:PCT FULLTEXT 1979-2009/UB=20091029|UT=20091022
        (c) 2009 WIPO/Thomson


Set     Items   Description
S1      30965   (MULTILEVEL OR MULTI()LEVEL OR TIERED OR TIER OR PYRAMID OR
                NETWORK OR NETWORKED OR MATRIX OR UNILEVEL OR UNI()LEVEL)(2W-
                )(MARKETING OR PLAN OR PROGRAM? ? OR PROGRAMME? ? OR OFFERING
                OR PLANS OR SCHEME? ?) OR MLM
S2      45854   (HEALTH OR HEALTHCARE OR HEALTH()CARE OR MEDICAL)(2W)(PLAN
                OR PLANS OR PROGRAM OR PROGRAMS OR PROGRAMME OR PROGRAMMES OR
                SYSTEM OR SYSTEMS OR INSURANCE OR OPTIONS? ?) OR MEDICARE OR -
                MEDICAID
S3        543   S1 AND S2
S4       8794   (PRICE OR PRICES OR PRICING OR CHARGE OR CHARGES OR FEE OR
                FEES)(3N)(LIST OR LISTS OR MENU OR ITEMI? OR CATALOG OR SHEET
                OR SHEETS)
S5         26   S3 AND S4
S6         17   S5 NOT PY>2002
S7         17   S5 NOT AY>2002
? t7/3,k/all

 7/3,K/1     (Item 1 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2009 WIPO/Thomson. All rts. reserv.


00851775    **Image available**
ADVANCED ASSET MANAGEMENT SYSTEMS
SYSTEMES DE GESTION D'AVOIRS PERFECTIONNES
Patent Applicant/Assignee:
  VIRTUAL ASSETS INCORPORATED, 10387 Eclipse Way, Columbia, MD 21044, US,
    US (Residence), US (Nationality), (For all designated states except:
    US)
Patent Applicant/Inventor:
  ZAMBRZYCKI John V, 1123 King Street, Redwood City, CA 94061, US, US
    (Residence), US (Nationality), (Designated only for: US)
  JACKSON Christopher K, 10387 Eclipse Way, Columbia, MD 21044, US, US
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  CHOIE Carolyn H, 1123 King Street, Redwood City, CA 94061, US, US
    (Residence), NZ (Nationality), (Designated only for: US)
  LAYMAN Kevin W, 1123 King Street, Redwood City, CA 94061, US, US
    (Residence), US (Nationality), (Designated only for: US)
  NEWMAN Edward J Jr, 1919 Prairie Square, Apt. 116, Schaumburg, IL 60173,
    US, US (Residence), US (Nationality), (Designated only for: US)
  RICHARDSON David E Jr, 1123 King Street, Redwood City, CA 94061, US, US
    (Residence), US (Nationality), (Designated only for: US)
```

Legal Representative:
  PRIDDY Robert (et al) (agent), Hall, Priddy, Myers & Vande Sande, 10220
    River Road, Suite 200, Potomac, MD 20854, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200184906 A2-A3 20011115 (WO 0184906)
  Application: WO 2001US15283 20010511 (PCT/WO US0115283)
  Priority Application: US 2000569023 20000511
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ
  EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS
  LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ
  TM TR TT TZ UA UG US UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 124618

Fulltext Availability:
  Detailed Description

Detailed Description
... lose, the house account collects the winnings.

  When bettors win, the house account pays out the winnings.

  When a repository acts as a retail sales catalog displaying fixed
  prices, or as a demand aggregator, the list of available products
  and other detafis such as 1 5 descriptions, weights, shipping
  requirements can be retained. 1n...Communications between transacting
  parties (which may include any number of repositories, clearinghouses,
  devices, or extemal systeras) can be conducted using one or any
  combination. of network schemes as a transmission is relayed
  from. source to target.

  lt is likely that an inter-networked configuration of repositories and
  clearinghouses would use a combination...

 7/3,K/2   (Item 2 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2009 WIPO/Thomson. All rts. reserv.

00836144   **Image available**
NETWORKED INTERACTIVE TOY SYSTEM
SYSTEME DE JOUETS INTERACTIFS EN RESEAU
Patent Applicant/Assignee:
  CREATOR LTD, 16 Basel Street, 49001 Petach Tikva, IL, IL (Residence), IL
    (Nationality), (For all designated states except: US)
Patent Applicant/Inventor:
  GABAI Oz, 156 Jabotinsky Street, 62330 Tel Aviv, IL, IL (Residence), IL
    (Nationality), (Designated only for: US)

GABAI Jacob, 14 Klee Street, 62336 Tel Aviv, IL, IL (Residence), IL
   (Nationality), (Designated only for: US)
SANDLERMAN Nimrod, 44 Churgin Street, 52356 Ramat Gan, IL, IL (Residence)
   , IL (Nationality), (Designated only for: US)
WEISS Nathan, 7A Meltzer Street, 76285 Rehovot, IL, IL (Residence), IL
   (Nationality), (Designated only for: US)
VECHT-LIFSCHITZ Susan Eve, c/o Sanford T. Colb & Co., P.O. Box 2273,
   76122 Rehovot, IL, IL (Residence), IL (Nationality), (Designated only
   for: US)
PFEFFER Zvika, 10 Bezalel Street, 64683 Tel Aviv, IL, IL (Residence), IL
   (Nationality), (Designated only for: US)
Legal Representative:
  SANFORD T COLB & CO (agent), COLB, Sanford, T. , P.O. Box 2273, 76122
     Rehovot (et al), IL,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200169830 A2-A3 20010920 (WO 0169830)
  Application: WO 2001IL248 20010314 (PCT/WO IL0100248)
  Priority Application: US 2000189914 20000316; US 2000189915 20000316; US
     2000189916 20000316; US 2000190874 20000321; US 2000191300 20000321; US
     2000192011 20000324; US 2000192012 20000324; US 2000192013 20000324; US
     2000192014 20000324; US 2000193697 20000331; US 2000193699 20000331; US
     2000193702 20000331; US 2000193703 20000331; US 2000193704 20000331; US
     2000195861 20000407; US 2000195862 20000407; US 2000195863 20000407; US
     2000195864 20000407; US 2000195865 20000407; US 2000195866 20000407; US
     2000196227 20000410; US 2000197573 20000417; US 2000197576 20000417; US
     2000197577 20000417; US 2000197578 20000417; US 2000197579 20000417; US
     2000200508 20000428; US 2000200513 20000428; US 2000200639 20000428; US
     2000200640 20000428; US 2000200641 20000428; US 2000200647 20000428; US
     2000203175 20000508; US 2000203177 20000508; US 2000203182 20000508; US
     2000203244 20000508; US 2000204201 20000515; US 2000204200 20000515; US
     2000207126 20000525; US 2000207128 20000525; US 2000208105 20000526; US
     2000208390 20000530; US 2000208391 20000530; US 2000208392 20000530; US
     2000209471 20000605; US 2000210443 20000608; US 2000210445 20000608; US
     2000212696 20000619; US 2000215360 20000630; US 2000216237 20000705; US
     2000216238 20000705; US 2000217357 20000712; US 2000219234 20000718; US
     2000220276 20000724; US 2000221933 20000731; US 2000223877 20000808; US
     2000227112 20000822; US 2000229371 20000830; US 2000229648 20000831; US
     2000231105 20000908; US 2000231103 20000908; US 2000234883 20000925; US
     2000234895 20000925; US 2000239329 20001010; US 2000253362 20001127; US
     2000250332 20001129; US 2000254699 20001211; US 2001267350 20010208
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ
  EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS
  LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ
  TM TR TT TZ UA UG US UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 189040

Fulltext Availability:

Detailed Description

Detailed Description
... like.

Likewise, there are many known methods for dialing up services directly
from computers, and/or from information services.

There are many parameters, which a medical doctor measures,
analyses, and/or diagnoses in relation to the human body. Some of these
are measured directly, such as
13
temperature, blood press-Lire...the toy with the user) to help the user
determine which products to put up for bid, which products to bid on and
at what price to bid.

The toy entices the user to use the auction system by suggesting it as a
game which the user can play with the...the present invention uses of
Interactive toys in general and Networked Interactive toys in particular
to assist toy users in developing, implementing and adhering to
health & exercise program/s selected and designed to meet the
user's individual needs and goals. The Toy may act both as a coach and as
a trainer...It is envisioned that some or all of the toys on a network
may or may not have the capability to communicate with a wireless
network such as, but not limited to, one or more existing cellular
networks or satellite networks. A cellular phone or hardware-containing
celhilar phone technology connects...motions. An interactive toy may also
be equipped with one or more video cameras, which can be used either
passively to send pictures to the network or actively to identify
the environment of the user using software on the computer.

Fig. 45 shows schematically interactions between an interactive toy and
its...normally associated with conversations with hunians, and to be
conditioned and trained to eliminate his speech problem and to gain the
preferable confidence. Likewise, the network can convey verbal
messages via the toy to remind the user of an appointment. In other
-words, the toy can have the added feature of...of groups. There are four
such test groups in the present example. All these test groups equally
represent the entire community of users of the networked system.
Since such a system is expected to have a huge number of users, the
individual test groups would also be rather large and thus...variety of
ways such as, for example, discount for the products they lend
information about. Alternately, in case another establishinent finances
research on nutrition and health, participating users are paid
directly by such an establishinent.

In a preferred embodiment of the present invention users interact with
toys conilected to a mobile...

 7/3,K/3   (Item 3 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00819414   **Image available**
METHOD FOR AN APPLICATION SERVER PROVIDER FRAMEWORK

PROCEDE POUR UN CADRE DE FOURNISSEUR DE SERVICES APPLICATIFS
Patent Applicant/Assignee:
  ACCENTURE, 1661 Page Mill Road, Palo Alto, CA 94304, US, US (Residence),
    US (Nationality)
Inventor(s):
  QUINONES David B, 12 Hillside Drive, Holliston, MA 01746, US,
  MULROE Martin J, 900 Raleigh Road, Glenview, IL 60025, US,
Legal Representative:
  HICKMAN Paul L (agent), Oppenheimer Wolff & Donnelly, LLP, 38th Floor,
    2029 Century Park East, Los Angeles, CA 90067-3024, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200152095 A2-A3 20010719 (WO 0152095)
  Application: WO 2001US921 20010112 (PCT/WO US0100921)
  Priority Application: US 2000483062 20000114; US 2000483486 20000114; US
    2000483593 20000114
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE
  ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT
  LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM
  TR TT TZ UA UG UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 56039

Fulltext Availability:
  Detailed Description

Detailed Description
...   Trouble Management Call Handling Business Capability Package
  o Call Handling Simulation Tool
  o Call Center Cross Industry Best Practices
  o Business Capability Definition Documents
  0 Network Transformation Market Offering
  o Operations Maturity Model Diagnostic Tool
  0 CRM Practice Aid
  o Sales Effectiveness Best Practices
  I 0 0 eProcess Reference Guide
  o Business Practices
  o...to search based on a specific 5 artist and album. The agent would
  search its known sources, gather the needed information, and return a
  comparison list with prices and specifications to the
  requester. If this concept is applied to the business world, the
  potential value increases dramatically.

  A business may utilize a similar...watermark to determine if unauthorized
  uses exist. Another example would be competitive analysis. A site may
  create an agent for polling competing sites for current prices and
  product list in order to price the site's own items
  competitively.

On the other hand, the site may deal with inbound agents. The emergence
of the comprehensive intelligent shopping assistant...

...interacts with the site in order to gather any needed infonnation, and
prepares a report for the user including detailed product information,
product comparisons, and pricing lists. From the site selling
goods, the agent may be viewed as in inbound customer.
In essence, an agent is both inbound and outbound, depending on...of the
areas to consider are listed below. Figure 25 illustrates highlevel
concepts of maintenance and administration of the framework.

System Monitoring Facilities 2500
The health of a system can be easily maintained by putting in
place monitoring facilities and procedures for capturing the system's
electronic vital signs. Far too often the users...

 7/3,K/4   (Item 4 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00806392
TECHNOLOGY SHARING DURING ASSET MANAGEMENT AND ASSET TRACKING IN A
    NETWORK-BASED SUPPLY CHAIN ENVIRONMENT AND METHOD THEREOF
PARTAGE TECHNOLOGIQUE LORS DE LA GESTION ET DU SUIVI DU PARC INFORMATIQUE
    DANS UN ENVIRONNEMENT DU TYPE CHAINE D'APPROVISIONNEMENT RESEAUTEE, ET
    PROCEDE ASSOCIE
Patent Applicant/Assignee:
  ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US
    (Residence), US (Nationality)
Inventor(s):
  MIKURAK Michael G, 108 Englewood Blvd., Hamilton, NJ 08610, US,
Legal Representative:
  HICKMAN Paul L (agent), Oppenheimer Wolff & Donnelly, LLP, 38th Floor,
    2029 Century Park East, Los Angeles, CA 90067-3024, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200139086 A2 20010531 (WO 0139086)
  Application: WO 2000US32310 20001122 (PCT/WO US0032310)
  Priority Application: US 99444653 19991122; US 99447623 19991122
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES
  FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA
  MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ
  UA UG UZ VN YU ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 156214

Fulltext Availability:
  Detailed Description

Detailed Description
... be facilitated between service providers and manufacturers utilizing
   the network. In another embodiment of the present invention,
   collaborative network roll-out and planning utilizing the network
   may be facilitated between service providers and manufacturers. As an
   option, a roll-out planning tool may be provided for facilitating
   collaborative network roll-out...and the second by higher level
   protocols. Each of 1 5 these protocols has a series of layers. Examples
   of layered architectures include the Systems Network Architecture
   (SNA) developed by IBM, and ...between element managers and presentation
   managers. All information forwarded from the element managers is utilized
   by the infonriation services manager to provide inforination to the
   network operators. The information services manager adheres to
   CORBA standards to provide ubiquitous information access via an Object
   Request Broker (ORB). The ORB allows the infonnation...following provides
   a descriiption of new components in the "NGN" and the "New Core" that
   provide enhanced IP based services. The Intelligent IP (12 P)
   Network enablers are categorized as follows.

   Session Control (Bandwidth, Switching and Routing)
   Media Control (Call Treatment such as media conversion
   1 0 Policy Managernent (Directory, Access...be further improved to
   deliver higher resolution digital media over the cable infrastructure
   using NGN and CORE delivery
   67
   "New Core".

   NGN Creation Strategy
   The network transformation plan comprises of the following
   phases
   Strategy
   Market Trial
   Service Launch
   Consolidation and Optimization
   Strategy
   'Determine where our current network fits in the evolutionary continuum
   from...Further, in operations 5414 and 5416, an order for the products
   and services may be received and processed, after which a tax and a
   shipping fee are calculated. A status of delivery for one or more
   of the ordered products and services may be provided in operation 5418.

   Optionally, the displayed...the advertisements are either
   permanently embedded in the computer programs or reside permanenfly with
   computer programs such that they caunot be easily updated.

   QUOTE OF PRICE AND AVAILABILITY
   Displays list pn'ce
   Displays promotional pricing based on product
   Displays promotional pricing based on user
   Displays user specific pricing
   Handles multiple currency
   Provides general availability
   Provides...of advertising as part of the electronic information,
   175
   whereas others will be opposed to receiving advertisements. Thus, it

woxild be beneficia! to provide a system which allows individual
users to control the amount of electronic advertising they recelve with
their electronie content.

In addition, providers of electronie advertisements would he...

 7/3,K/5   (Item 5 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00806389
SCHEDULING AND PLANNING BEFORE AND PROACTIVE MANAGEMENT DURING MAINTENANCE
    AND SERVICE IN A NETWORK-BASED SUPPLY CHAIN ENVIRONMENT
PROGRAMMATION ET PLANIFICATION ANTICIPEE, ET GESTION PROACTIVE AU COURS DE
    LA MAINTENANCE ET DE L'ENTRETIEN D'UN ENVIRONNEMENT DU TYPE CHAINE
    D'APPROVISIONNEMENT RESEAUTEE
Patent Applicant/Assignee:
  ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US
    (Residence), US (Nationality)
Inventor(s):
  MIKURAK Michael G, 108 Englewood Boulevard, Hamilton, NJ 08610, US,
Legal Representative:
  HICKMAN Paul L (agent), Oppenheimer Wolff & Donnelly, LLP, 38th Floor,
    2029 Century Park East, Los Angeles, CA 90067-3024, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200139082 A2 20010531 (WO 0139082)
  Application: WO 2000US32228 20001122 (PCT/WO US0032228)
  Priority Application: US 99447625 19991122; US 99444889 19991122
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GE GH GM
  HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX
  NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ VN YU ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 152479

Fulltext Availability:
  Detailed Description

Detailed Description
... other user interface devices such as a touch screen (not shown) to the
  bus 112, communication adapter 134 for connecting the workstation to a
  cornmunication network 135 (e.g., a ...The components may include
  some or all of an installation management component 208, a demand and
  supply component 210, an order management component 212, a network
  asset management component 214, a maintenance and service component 216,
  a procurement and recovered inventory component 218, and/or a
  distnibution and logistics component 220...this illustrative embodiment
  of the present invention may include: faster order to cash, duplication

reduction, simplified processes, and manufacturing capacity utilization.

Turning now to the Network Asset Management component column,
benefits for the service provider for the Network Asset Management
component may include: better on-line network performance, rapid
integration of...power costs the same to generate. Power generated during
peak times is more expensive than "base-line" power. For demand side
management, utility companies will charge on a cost basis rather
than an average use basis that has existed in the past.

Heretofore, systems have been proposed for communicating utility usage...

...configures devices within the home network, and communicates information
from the home network back to the utility central computer via the
distribution system. The distribution network is configured in
cells or small hubs which support 250-2,000 users at a time.

The utility central computer includes a T-based communication...s network
typically follows the client-server computing model. This is where many
clients are all transferring data into and out of one or more
network servers. Clients do not rionrially talk to each other; they
share data by using the server. While this type of data exchange will
continue,
44...to devices connected via cable access just like they are delivered
to other wire-Iine connected devices on the "New Core".

NGN Creation Strategy
The network transforrnation plan comprises of the following
phases
Strategy
Market Tn'al
Service Launch
Consolidation and Optimization
68
Strategy
Determine where our current network fits in the evolutionary...custorner
makes selections in response to an autornated menu via her telephone key
pad. Such a system includes a NARS switch on which the audio menu
system resides. Therefore, during an EVS/NARS call 3602, the NARS switch
1206-1210 records the custorner's menu selections in an expanded record
(EOSR...the advertisements are either permanenfly embedded in the
computer programs or reside permanently with computer programs such that
they cannot be easily updated.

QUOTE OF PRICE AND AVAILABILITY
Displays list price
Displays promotional pricing based on product
Displays promotional pnicing based on user
Displays user specific pricing
165
Determines credit available and ternis
Provides web call-through for non...

 7/3,K/6   (Item 6 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT

00806384
NETWORK AND LIFE CYCLE ASSET MANAGEMENT IN AN E-COMMERCE ENVIRONMENT AND
    METHOD THEREOF
GESTION D'ACTIFS DURANT LE CYCLE DE VIE ET EN RESEAU DANS UN ENVIRONNEMENT
    DE COMMERCE ELECTRONIQUE ET PROCEDE ASSOCIE
Patent Applicant/Assignee:
  ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US
    (Residence), US (Nationality)
Inventor(s):
  MIKURAK Michael G, 108 Englewood Blvd., Hamilton, NJ 08610, US,
Legal Representative:
  HICKMAN Paul L (agent), Oppenheimer Wolff & Donnelly, LLP, 38th Floor,
    2029 Century Park East, Los Angeles, CA 90067-3024, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200139030 A2 20010531 (WO 0139030)
  Application: WO 2000US32324 20001122 (PCT/WO US0032324)
  Priority Application: US 99444775 19991122; US 99447621 19991122
Designated States:
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prior to 2004)
  AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CU CZ DE DK DZ EE ES FI GB
  GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK
  MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ VN
  YU ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 171499

Fulltext Availability:
  Detailed Description

Detailed Description
... and the manufacturers may be tracked utilizing the network. The
  network assets may be tracked according to: growth of the network asset,
  capacity of the network asset, technological level of the network
  asset, and/or amount of the network asset. In one aspect of this
  embodiment of the
  I I In...control flow diagram illustrating the Change Daylight Savings
  Time command in
  accordance with a preferred embodiment;
  Figure 40 is a control flow diagram illustrating the Network Call
  Identifier (NCID) switch call
  processing in accordance with a preferred embodiment;
  Figure 41 is a control flow diagram illustrating the processing of a
  received...eCommerce Application Framework;
  Figure 99 illustrates a simple personalization process;
  Figure 100 is a graphical depiction of extents of personalization;
  Figure 101 illustrates a content catalog that can be used to manage
  an enterprise5s content; Figure 102 illustrates an exemplary template
  with three Dynamic Content Areas (DCAs) embedded within the template...

method is provided for use in cooperation with a computer having memory
in a Synchronous Optical Network (SONET) for 1 0 generating an optimized
transition plan for the placement of Self-Healing Rings (SHR) and
the routing of point-to-point demand in accordance with projected
customer demand over a selected...of demand covered and minimizing the
total inter-ring traffic cost. This is accomplished through modeling the
same in accordance with yet another mixed integer program and
generating a corresponding electrical signal for receipt by said computer
memory.

Demand and Supply Plannin 210
1 0
In accordance with an embodiment of...

...the network. In a further embodiment of the present invention, the
supply of manufacturer offerings between manufacturers and service
providers may be coordinated utilizing the network. In such an
embodiment, a supply chain planning tool may be provided for coordinating
the supply of manufacturer offerings between the manufacturers and the
service...

...utilizing the network.

In even another embodiment of the present invention, collaborative
capacity planning may also be facilitated between service providers and
manufacturers utilizing the network. In one aspect of this
embodiment, a production planning tool may be provided for facilitating
the collaborative capacity planning. In yet a further embodiment of...on
the information received from the manufacturer. Periodic progress reports
are
36
generated ftom the tracking and then transmitted to the service provider
utilizing the network in operations 910 and 912.
In an aspect of the present invention, the order request may be received
ftom the service provider utilizing the network...make the host
responsible for security and access to itself and its associated
database. Thus, a user might have access to certain destinations in the
network without restriction, but no access to other destinations.

Market Drivers
According to Yankee Group Research, network management costs continue to
increase, with network managers spending...session is established between
originator and destination application by routing the call through the
NGN components such as Gateways and Switches.

The Emerging Satellite Data Network Architecture
In addition to the wireless access infrastructure, new service providers
have emerged that are t ing to use low earth orbiting satellites (LEOS)
to...

...to devices connected via cable access just like they are delivered to
other wire-line connected devices on the "New Core".

NGN Creation Strategy
The network transformation plan comprises of the following
phases

Strategy
Market Trial
Service Launch
Consolidation and Optimization
Strategy
Determine where our current network fits in the evolutionary continuum
from...nor to include a finer granularity of precision, such as a one (1)
second increment.

Therefore, there is a need for switches of a telecommunications
network to store call record information in a flexible and
expandable format. There is a further need to provide time point 1 5
fields with one...element managers and presentation managers. All
information forwarded from the element managers is utilized by the
infori-nation services manager to provide information to the
network operators. The information services manager adheres to
CORBA standards to provide ubiquitous infori-nation access via an object
request broker (ORB). The ORB allows the...the advertisements are either
permanently embedded in the computer programs or reside permanently with
computer programs such that they cannot be easily updated.
QUOTE OF PRICE AND AVAILABILITY
Displays list price
Displays promotional pricing based on product
Displays promotional pricing based on user
Displays user specific pricing
Handles multiple currency
Provides general availability
Provides user specific availability
Saves quote...

 7/3,K/7   (Item 7 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00806383
COLLABORATIVE CAPACITY PLANNING AND REVERSE INVENTORY MANAGEMENT DURING
    DEMAND AND SUPPLY PLANNING IN A NETWORK-BASED SUPPLY CHAIN ENVIRONMENT
    AND METHOD THEREOF
PLANIFICATION EN COLLABORATION DES CAPACITES ET GESTION ANTICIPEE DES
    STOCKS LORS DE LA PLANIFICATION DE L'OFFRE ET DE LA DEMANDE DANS UN
    ENVIRONNEMENT DE CHAINE D'APPROVISIONNEMENT FONDEE SUR LE RESEAU ET
    PROCEDE ASSOCIE
Patent Applicant/Assignee:
  ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US
    (Residence), US (Nationality)
Inventor(s):
  MIKURAK Michael G, 108 Englewood Blvd., Hamilton, NJ 08610, US,
Legal Representative:
  HICKMAN Paul L (agent), Oppenheimer Wolff & Donnelly, LLP, 1400 Page Mill
    Road, Palo Alto, CA 94304, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200139029 A2 20010531 (WO 0139029)
  Application: WO 2000US32309 20001122 (PCT/WO US0032309)
  Priority Application: US 99444655 19991122; US 99444886 19991122
Designated States:

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prior to 2004)
  AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES
  FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA
  MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ
  UA UG UZ VN YU ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 157840

Fulltext Availability:
  Detailed Description

Detailed Description
... In such an embodiment, the management of collaboration may include
  facilitating the transmitting of information between the matched service
  provider and the manufacturer utilizing the network. In an aspect
  of this embodiment, a 1 5 collaborative planning tool may be provided for
  managing the collaboration between the matched service provider and...
  requested quality of service (QOS). This includes providing access,
  performance, fault tolerance and security between any specified set of
  end systems as directed by the network's manager. The concept is to
  provide network managers with complete "command and control" over the
  entire network's infrastructure--not just tell them when...relay, and X
  On the far end is outsourced NINS characterized by long-term contracts,
  involving hundreds of millions of dollars. The NN1/N1NS market
  offering is proposing our clients go beyond the management of the
  router and the WAN, and into the world of the local area network (LAN),
  even...to devices connected via cable access just like they are delivered
  to other wire-line connected devices on the "New Core".

  NGN Creation Strategy
  The network transformation plan comprises of the following
  phases
  Strategy
  Market Trial
  Service Launch
  Consolidation and Optimization
  Strateg
  Determine where our current network fits in the evolutionary continuum
  from...advertisement at the bottom of a computer screen is based on
  similar advertising techniques used in cable television and
  other television contexts,
  165
  QUOTE OF PRICE AND AVAILABILITY
  Displays list price
  Displays promotional pricing based on product
  Displays promotional pricing based on user
  Displays user specific pricing
  Handles multiple currency
  Provides general availability
  Provides user specific availability

1 5...

 7/3,K/8   (Item 8 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00806382
METHOD FOR AFFORDING A MARKET SPACE INTERFACE BETWEEN A PLURALITY OF
    MANUFACTURERS AND SERVICE PROVIDERS AND INSTALLATION MANAGEMENT VIA A
    MARKET SPACE INTERFACE
PROCEDE DE MISE A DISPOSITION D'UNE INTERFACE D'ESPACE DE MARCHE ENTRE UNE
    PLURALITE DE FABRICANTS ET DES FOURNISSEURS DE SERVICES ET GESTION
    D'UNE INSTALLATION VIA UNE INTERFACE D'ESPACE DE MARCHE
Patent Applicant/Assignee:
  ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US
    (Residence), US (Nationality)
Inventor(s):
  MIKURAK Michael G, 108 Englewood Blvd., Hamilton, NJ 08610, US,
Legal Representative:
  HICKMAN Paul L (et al) (agent), Oppenheimer Wolff & Donnelly LLP, 1400
    Page Mill Road, Palo Alto, CA 94304, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200139028 A2 20010531 (WO 0139028)
  Application: WO 2000US32308 20001122 (PCT/WO US0032308)
  Priority Application: US 99444773 19991122; US 99444798 19991122
Designated States:
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prior to 2004)
  AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE
  ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV
  MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT
  TZ UA UG UZ VN YU ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 170977

Fulltext Availability:
  Detailed Description

Detailed Description
... entry of user information that is duplicative of information already
  entered into the main telephone switching equipment. In such case, not
  only must a technician program the main telecommunications switch,
  but additional time (and money) must be spent for programming ancillary
  equipment with similar information. Typically, these systems must be
  perfectly...OOP.

  18
  OOP is a process of developing computer software using objects, including
  the steps of analyzing the problem, designing the system, and
  constructing the program. An object is a software package that

contains both data and a collection of related structures and procedures. Since it contains both data and a...the network. In a further embodiment of the present invention, the supply of manufacturer offerings between manufacturers and service providers may be coordinated utilizing the network. In such an embodiment, a supply chain planning tool may be provided for coordinating the supply of manufacturer offerings between the manufacturers and the service...RAS Remote Access Server
SCE Service Creation Environment
SCP Service Control Point
SMDS Switched Multi Megabit Data Service
SSP Service Switching Point
SONET Synchronous Optical Network
STP Service Transfer Point
TCP Transmission Control Protocol
xDSL Generic name for Digital Subscriber Line
(D)WDM (Dense) Wave Division Multiplexing
Data networks today rely...from "Core" to "NGN" to "New Core" will be described. Followed by architecture for cable, wireless and satellite based access networks.

57
The Wire-line Network Architecture
"Core" Network Architecture
The current wire-line "Core" network consists of parallel PSTN, SMDS, ATM, Frame-Relay, B/PRI and LP networks. The PSTN...devices connected via cable access 'ust like they are delivered to other wire-line connected devices on the
J
"New Core".

NGN Creation Strategy
The network transformation plan comprises of the following
phases
Strategy
Market Trial
Service Launch
Consolidation and Optimization
Strategy
Determine where our current network fits in the evolutionary continuum from...an analog signal, not 64 Kbps digitized audio. One of these analog local loops typically exists as the "last mile" of each of the telephone network circuits to attach the local telephone of the calling
party.

This guarantee of capacity is the strength of circuit-switched networks. However, circuit switching has...for his or her particular session, or the customizations may be saved so that the user's personalized settings are used each time the display catalog is opened by that particular user. The display format may also be customized to display localized content, such as by being based on the location...permanently embedded in the computer programs or reside permanently with
computer programs such that they cannot be easily updated.

QUOTE OF PFJCE AND AVAILABILITY
Displays list price
Displays promotional pricing based on product

Displays promotional pricing based on user
Displays user specific pricing
Handles multiple currency
Provides general availability
Provides user specific availability
Saves quote...the network, and to require a license for each node. Then
typically the license fee may be increased as the number of nodes on the
network increases. Another approach bases the license fee for a
software product running on a network on the total number of individual
users who might actually...

...software product at a given time. These approaches, however, have
usually required the cooperation of
the licensee, because additional nodes may be added to the network,
or
additional users may utilize the software, without the knowledge of the
licensor, who is typically not present on the premises of the licensee.
The

 7/3,K/9   (Item 9 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00784143
SYSTEM, METHOD AND ARTICLE OF MANUFACTURE FOR LOAD BALANCING REQUESTS AMONG
    SERVERS
SYSTEME,   PROCEDE   ET   ARTICLE   POUR EQUILIBREUR DE CHARGE DANS UN
    ENVIRONNEMENT DE STRUCTURES DE SERVICES
Patent Applicant/Assignee:
  ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US
    (Residence), US (Nationality)
Inventor(s):
  BOWMAN-AMUAH Michel K, 6426 Peak Vista Circle, Colorado Springs, CO 80918
    , US,
Legal Representative:
  HICKMAN Paul L (agent), Hickman Coleman & Hughes, LLP, P.O. Box 52037,
    Palo Alto, CA 94303-0746, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200116739 A2-A3 20010308 (WO 0116739)
  Application: WO 2000US24236 20000831 (PCT/WO US0024236)
  Priority Application: US 99387576 19990831
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE
  ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT
  LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM
  TR TT TZ UA UG UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 150248

Fulltext Availability:
  Detailed Description

Detailed Description
... is the prominent configuration in use today by companies which have
  attempted to migrate to client/server based computing.

  Advantages
  At a minimum, a two-tiered client/server architecture assumes that
  an application's presentation logic resides on the client and its data
  management logic resides on the server. This style...realm of electronic
  commerce via the Open Financial Exchange, an application developed by
  Microsoft, Intuit, and CheckFree for conducting electronic financial
  transactions. Similarly, HU, a healthcare information systems
  standards organization, is using XML to support electronic data
  interchange
  EDI of clinical, financial, and administrative information
  (http://www.mcis.duke.edu/standards/HL7/sigs...as specified by the user
  or the program. Replication can also be done either real-time or
  on-demand (i.e., initiated by a user, program or a scheduler).

  The following might be possible if databases are replicated on alternate
  server(s): better
  96
  availability or recoverability of distributed applications; better...not
  encrypt the password in any way, and thus the password travels in the
  clear over the network where it could be detected with a network
  sniffer program or device. Basic authentication is not secure
  enough for banking applications or anywhere where there may be a
  financial incentive for someone to steal someone...computer on the same
  network/subnetwork.
  Shared Access - The Media Access service provides a method for multiple
  network nodes to share access to a physical network. Shared Access
  schemes include the following.

  CSMAICD - Carrier Sense Multiple Access with Collision Detection. A
  method by which multiple nodes can access a shared physical media by
  "listening...

 7/3,K/10   (Item 10 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00761432
METHODS, CONCEPTS AND TECHNOLOGY FOR DYNAMIC COMPARISON OF PRODUCT FEATURES
    AND CUSTOMER PROFILE
PROCEDES,   CONCEPTS   ET   TECHNIQUE   DE   COMPARAISON   DYNAMIQUE   DE
    CARACTERISTIQUES D'UN PRODUIT ET DU PROFIL DES CONSOMMATEURS
Patent Applicant/Assignee:
  ACCENTURE LLP, 100 South Wacker Drive, Chicago, IL 60606, US, US
    (Residence), US (Nationality), (Designated for all)
Inventor(s):
  GUHEEN Michael F, 2218 Mar East Street$Tiburon, CA 94920, US, (Designated
    for all)

MITCHELL James D, 3004 Alma$Manhattan Beach, CA 90266, US, (Designated
    for all)
  BARRESE James J, 757 Pine Avenue$San Jose, CA 95125, US, (Designated for
    all)
Legal Representative:
  BRUESS Steven C (agent), Merchant & Gould P.C., P.O. Box 2903,
    Minneapolis, MN 55402-0903, US
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200073958 A2 20001207 (WO 0073958)
  Application: WO 2000US14459 20000524 (PCT/WO US2000014459)
  Priority Application: US 99320818 19990527
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM DZ EE ES
  FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU
  LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR
  TT TZ UA UG UZ VN YU ZA ZW
(All protection types applied unless otherwise stated - for applications
2004+)
  AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM DZ EE ES
  FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU
  LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR
  TT TZ UA UG UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 151011
Fulltext Availability:
  Detailed Description
  Claims

Detailed Description
... Contingency Management
    Financial Management
    Issue Management (decisions to be made regarding the development of the
  business capability,
  0 not to be confused with problem management)
    Program Performance Reporting
    Resource Management
    Risk Management
    Vendor Management
  The Project Management team is responsible for producing a deliverable or
  set of deliverables. As such, it...handle the changes.

  Test Data Management
  Test Data Management tools allow developers to create and maintain input
  data and expected results associated with a test plan. They include
  test data and archiving tools that assist in switching between cycles and
  repeating a cycle based on the original data created for that...

Claim

... Balancing I trinan I r.onspon you
  Web Application Service r
  Commerce Content Chann;ls Customer I Content Mgmt a Education!
  Railatlonship Mgmt Publishing Services
  Catalog Capabill ti: Ou (,Price 1, Download COPS
  ChatCapabuilies User Profile M gmt7 lopmant JF@Curriculum 5-@
  site
  (pro IAvis llity)
  ducts a servic (Reml-time) (Active Profiling) Marketing C...

 7/3,K/11   (Item 11 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00761431
A SYSTEM, METHOD, AND ARTICLE OF MANUFACTURE FOR PROVIDING COMMERCE-RELATED
    WEB APPLICATION SERVICES
SYSTEME, PROCEDE ET ARTICLE MANUFACTURE DESTINES A LA FOURNITURE DE
    SERVICES D'APPLICATION DANS LE WEB LIES AU COMMERCE
Patent Applicant/Assignee:
  ACCENTURE LLP, 100 South Wacker Drive, Chicago, IL 60606, US, US
    (Residence), US (Nationality)
Inventor(s):
  GUHEEN Michael F, 2218 Mar East Street, Tiburon, CA 94920, US,
  MITCHELL James D, 3004 Alma, Manhattan Beach, CA 90266, US,
  BARRESE James J, 757 Pine Avenue, San Jose, CA 95125, US,
Legal Representative:
  BRUESS Steven C (agent), Merchant & Gould P.C., P.O. Box 2903,
    Minneapolis, MN 55402-0903, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200073957 A2-A3 20001207 (WO 0073957)
  Application: WO 2000US14420 20000525 (PCT/WO US0014420)
  Priority Application: US 99321492 19990527
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY CA CH CN CR CU CZ
  CZ (utility model) DE DE (utility model) DK DK (utility model) DM DZ EE
  EE (utility model) ES FI FI (utility model) GB GD GE GH GM HR HU ID IL IN
  IS JP KE KG KP KR KR (utility model) KZ LC LK LR LS LT LU LV MA MD MG MK
  MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SK (utility model) SL TJ TM
  TR TT TZ UA UG UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 150171

Fulltext Availability:
  Detailed Description
  Claims

Detailed Description
... this interaction. It is important for performance reasons that
   communication between components is minimized, especially if these
   components are distributed.

   Implementation Considerations
   a) Is the system complex or heterogeneous?
   A performance model ensures that performance requirements are met in a
   complex or heterogeneous environment. Performance is usually a critical
   quality requirement...control over the test data for the various
   testers), a Configuration Management tool (easier control over all system
   configurations and component versions), and a Test Plan Management
   tool (easier control over all test cycles, subcycles, their operating
   statuses, and so on).

   d) What engagementfactors affect the use of Test Planning tools...

Claim
... Virtual Private Ns@ @rk Load Belancin)
   ell tmal., XicTor, V
   Web Application Service
   Commerce Content Channa4s Customer content Mgmt a Education
   Relationship Mgmt Publishing Servic
   Catalog Capabilitiz Quote (Price 6 ChatCs@ 111611 use I
   Profit mg-mt-I Content Devslot@@ r-rufficulum
   (prod v Download Caps tabil
   ucts & service A milabilily) (Real inne) (Active...

 7/3,K/12   (Item 12 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00761430   **Image available**
SYSTEM, METHOD AND COMPUTER PROGRAM FOR REPRESENTING PRIORITY INFORMATION
    CONCERNING COMPONENTS OF A SYSTEM
SYSTEME, METHODE ET ARTICLE FABRIQUE PERMETTANT DE CLASSER PAR ORDRE DE
    PRIORITE DES COMPOSANTS D'UNE STRUCTURE DE RESEAU NECESSAIRES A LA MISE
    EN OEUVRE D'UNE TECHNIQUE
Patent Applicant/Assignee:
  ANDERSEN CONSULTING LLP, 100 South Wacker Drive, Chicago, IL 60606, US,
    US (Residence), US (Nationality)
Inventor(s):
  GUHEEN Michael F, 2218 Mar East Street, Tiburon, CA 94920, US,
  MITCHELL James D, 3004 Alma, Manhattan Beach, CA 90266, US,
  BARRESE James J, 757 Pine Avenue, San Jose, CA 95125, US,
Legal Representative:
  BRUESS Steven C (agent), Merchant & Gould P.C., P.O. Box 2903,
    Minneapolis, MN 55402-0903, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200073956 A2-A3 20001207 (WO 0073956)
  Application: WO 2000US14406 20000524 (PCT/WO US0014406)
  Priority Application: US 99321274 19990527
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)

AE AG AL AM AT (utility model) AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ
(utility model) CZ DE (utility model) DE DK (utility model) DK DM DZ EE
(utility model) EE ES FI (utility model) FI GB GD GE GH GM HR HU ID IL IN
IS JP KE KG KP KR (utility model) KR KZ LC LK LR LS LT LU LV MA MD MG MK
MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK (utility model) SK SL TJ TM
TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 149024

Fulltext Availability:
  Detailed Description
  Claims

Detailed Description
... operation 43 of Figure 1F determines the structure and/or organization
  of a current network framework.

  Operation 44 displays a graphical depiction of the current network
  framework and a plurality of components thereof, such as the graphical
  depiction shown in Figure M. A comparative analysis of the vendors is
  presented with...Site Manager & Product6 Domain Manager
  - offer centralized management for networks of up to 100 nodes.

  Product features include the following.

  Monitoring of events and network health for
  multiple local and remote environments
  Distribution of management data
  Management of file systems, print queues and
  user groups
  Balancing of management processing loads
  across...has to write from scratch. However, because the framework is
  really a generic application that displays windows, supports copy and
  paste, and so on, the programmer can also relinquish control to a
  greater degree than event loop programs permit. The framework code takes
  care of almost all event handling and flow...regression tests with little
  effort. Little or no benefits will be achieved from automation.

  Product Considerations
  a) Has RTP (Reinventing Testing Project) developed a test plan
  management
  system?
  b) What tools can be usedfor problem tracking?
  The RTP Tools Development team has documented their evaluation summaries
  of
  162
  the internal test...

Claim
... EmSaiel I ran:pon 11 I Me

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"IC V
%' Z
Web Application Servic r
Commerce Content Channe4s Customer Content Mgmt & Education
Relationship Mgmt Publishing Services
Catalog Capabilities Quole(price& ChalCipabifille, Use ofill
Content D:valoprnen
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Is Marketing C
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 7/3,K/13   (Item 13 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00761429
METHODS, CONCEPTS AND TECHNOLOGY FOR A VIRTUAL SHOPPING SYSTEM CAPABLE OF
    ASSESSING NEEDS OF A CUSTOMER AND RECOMMENDING A PRODUCT OR SERVICE
    BASED ON SUCH ASSESSED NEEDS
PROCEDES, CONCEPTS ET TECHNOLOGIE POUR SYSTEME D'ACHAT VIRTUEL CAPABLE
    D'EVALUER LES BESOINS D'UN CLIENT ET DE RECOMMANDER UN PRODUIT OU UN
    SERVICE SUR LA BASE DE CES BESOINS
Patent Applicant/Assignee:
  ACCENTURE LLP, 100 South Wacker Drive, Chicago, IL 60606, US, US
    (Residence), US (Nationality)
Inventor(s):
  GUHEEN Michael F, 2218 Mar East Street, Tiburon, CA 94920, US,
  MITCHELL James D, 3004 Alma, Manhattan Beach, CA 90266, US,
  BARRESE James J, 757 Pine Avenue, San Jose, CA 95125, US,
Legal Representative:
  BRUESS Steven C (agent), Merchant & Gould P.C., P.O. Box 2903,
    Minneapolis, MN 55402-0903, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200073955 A2 20001207 (WO 0073955)
  Application: WO 2000US14357 20000524 (PCT/WO US0014357)
  Priority Application: US 99321495 19990527
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM DZ EE ES
  FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU
  LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR
  TT TZ UA UG UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 148469

Fulltext Availability:
  Detailed Description

Claims

Detailed Description
... complex system, the class hierarchies for related
  classes can become extremely confusing, with many dozens or even hundreds
  of classes.

  0 Flow of control. A program written with the aid of class
  libraries is
  still responsible for the flow of control (i.e., it must control the
  interactions among all the...a temporal one and thus suggests that
  architecture must be present at a given stage before the introduction of
  application components.

  61
  The version control plan must align with the migration control
  plan. The version control plan defines the points where version control
  activities will take place. In the above example...development
  environment.

  During a large project, several very significant changes to the
  development environment must be accommodated. They include.

  0 New hardware
    Rewiring of the network
    New development software
    New releases of existing development software
    New releases of infrastructure components (custom-built technology
  architecture)
  69
  The release of these components into...of tools and components, each
  supporting a specific task or set of tasks in the development process. As
  with processes and organization, the central component, System
  Building, is supported by the eight management components.

  0 Information Management tools 202 manage the information that supports
  the entire project - information that is used...the
  same business event?
  By using event modeling and a central event router architecture,
  interfaces to several systems can be easily and flexibly provided. Each
  system registers itself with the event router and indicates which
  business events it is interested in. Whenever an event is triggered, the
  router is notified. It...at the "hi-fi" stage should focus on perfecting
  the details.

  In the later stages of development, usability laboratories can be
  extremely helpful for evaluating system design. Usability labs,
  which can be stationery or portable, rely on videotape and screen capture
  methods to record how users interact with prototype systems.

  Within...

Claim
... I Gil I
  Load Balancing ifiiii I Fadnii

Services
r
Web Application Service
Commerce Content Chann@ls Customer Content Mgmt & Education
Relationship Mgmt Publishing Services
Catalog Capabilities Quote (Price & Chat Capabilities user
Profits mg-mt--l (products 9 services) Availability) Download Cape
(Retal-tims) (Active Profiling)I [!@@:V,Vopnnent Product Details Order
Placement Push...

 7/3,K/14   (Item 14 from file: 349)
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00761424
A SYSTEM, METHOD, AND ARTICLE OF MANUFACTURE FOR PHASE DELIVERY OF
    COMPONENTS OF A SYSTEM REQUIRED FOR IMPLEMENTATION OF TECHNOLOGY
SYSTEME, PROCEDE ET ARTICLE MANUFACTURE DESTINES A LA FOURNITURE PAR PHASES
    DE COMPOSANTS D'UN SYSTEME NECESSAIRES A L'APPLICATION D'UNE TECHNIQUE
Patent Applicant/Assignee:
  ACCENTURE LLP, 100 South Wacker Drive, Chicago, IL 60606, US, US
    (Residence), US (Nationality)
Inventor(s):
  GUHEEN Michael F, 2218 Mar East Street, Tiburon, CA 94920, US,
  MITCHELL James D, 3004 Alma, Manhattan Beach, CA 90266, US,
  BARRESE James J, 757 Pine Avenue, San Jose, CA 95125, US,
Legal Representative:
  BRUESS Steven C (agent), Merchant & Gould P.C., P.O. Box 2903,
    Minneapolis, MN 55402-0903, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200073930 A2 20001207 (WO 0073930)
  Application: WO 2000US14458 20000524 (PCT/WO US0014458)
  Priority Application: US 99321360 19990527
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY CA CH CN CR CU CZ
  CZ (utility model) DE DE (utility model) DK DK (utility model) DM DZ EE
  EE (utility model) ES FI FI (utility model) GB GD GE GH GM HR HU ID IL IN
  IS JP KE KG KP KR KR (utility model) KZ LC LK LR LS LT LU LV MA MD MG MK
  MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SK (utility model) SL TJ TM
  TR TT TZ UA UG UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 149456

Fulltext Availability:
  Detailed Description
  Claims

Detailed Description
... Figure 1K-1, it is seen that one method of performing operation 61
 includes devising a plan for testing the system. See operation 61a. The
 plan may be based on administrator or programmer testing
 specifications. In operation61b, a plurality of components are selected
 for testing based on the plan. The selected...secure, standards-based web
 server for accessing, 1.5 managing, and distributing information over the
 Internet, extranets, or
 intranets. Product3 supports Java servlet development and network
 caching of web pages.

 Product3 simplifies management of website environments
 through delegation of administrative privileges such as access rights to
 administer meta-data components or...split into a number of task
 packages.

 58
 a) Plan Program
 0 061 0 - Understand Program Expectations
 9 0620 - Plan Management Processes
 0 0640 - Develop Program Master Plan
 0 0650 - Design Initial Teamwork Environment*
 0 0670 - Plan Delivery
 0 0680 - Create Program Plan
 b) Mobilize Program
 0 07 1 0 - Obtain and Deploy...be performed across the entire system.

 Performance modeling for components involves the analysis of the
 projected level of interaction between components and the level of
 network traffic generated by this interaction. It is important for
 performance reasons that communication between components is minimized,
 especially if these components are distributed.

 Implementation Considerations...

Claim
... Virtual private hle@@ Load Belo itmatel I ran
 S
 Web Application Servrlce;@@
 Commerce Content Channe@ls Customer I IContent Mgmt & Education
 Relationship Mgmt Publishing Services
 Catalog Capabilities Ou" to (price a Download Capaq Chat
 @Capabflitios User,Pr file Mgmt Content Dsvela@@ (products & services)]
 Availability) (Real-time) (Act we"Profiling) To 0Is Product Details /
 Spo@ Order...

 7/3,K/15   (Item 15 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00761422
BUSINESS ALLIANCE IDENTIFICATION
SYSTEME, PROCEDE ET ARTICLE DE PRODUCTION POUR L'IDENTIFICATION D'ALLIANCES
    COMMERCIALES DANS UN CADRE D'ARCHITECTURE RESEAU
Patent Applicant/Assignee:

ACCENTURE LLP, 100 South Wacker Drive, Chicago, IL 60606, US, US
    (Residence), US (Nationality)
Inventor(s):
  GUHEEN Michael F, 2218 Mar East Street, Tiburon, CA 94920, US,
  MITCHELL James D, 3004 Alma, Manhattan Beach, CA 90266, US,
  BARRESE James J, 757 Pine Avenue, San Jose, CA 95125, US,
Legal Representative:
  BRUESS Steven C (agent), Merchant, Gould, Smith, Edell, Welter & Schmidt,
    P.A., P.O. Box 2903, Minneapolis, MN 55402-0903, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200073928 A2-A3 20001207 (WO 0073928)
  Application: WO 2000US14375 20000524 (PCT/WO US0014375)
  Priority Application: US 99320816 19990527
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM DZ EE ES
  FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU
  LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR
  TT TZ UA UG UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 149371

Fulltext Availability:
  Detailed Description

Detailed Description
... Figure 14. In one embodiment, the pictorial representation may be used
    alone in order to convey various services which would be provided in a
    business offering.

    To create such a pictorial representation, referring to Figure 1L-1, each
    of the primary components of the system, such as the components listed
    above...stage where program specifications are tested.

    " Component Test - A component test is the testing of an individual piece
    of the solution. All components, including application programs,
    conversion programs, and input/output modules, are subject to component
    test. The objective is to ensure that the component implements the
    program specifications. At the...code
    Compile
    Link
    89
    Edit test plan
    Generate testdata
    Execute test with debug
    Execute test without debug
    Edit script
    Compare results
    The sequencing of the menu items help to remind the programmer of
    the steps needed to complete the construction of the program.

Going beyond mere sequential use of tools, real...information
Based on this information, the generator selects the appropriate include
files and creates skeleton code which may be used as a template for the
programmer. This template may also include audit history for the
module and standard code such as error handling.

Make file generation is integrated into the majority...

 7/3,K/16   (Item 16 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00742420   **Image available**
ONLINE PATENT AND LICENSE EXCHANGE
BOURSE EN LIGNE DE BREVETS D'INVENTION ET DE LICENCES
Patent Applicant/Assignee:
  THE PATENT AND LICENSE EXCHANGE INC, 5th Floor, 245 South Los Robles
    Avenue, Pasadena, CA 91105, US, US (Residence), US (Nationality)
Inventor(s):
  KOSSOVSKY Nir, 460 California Terrace, Pasadena, CA 91101, US,
  BRANDEGEE Bear, 460 California Terrace, Pasadena, CA 91105, US,
  ARROW Alexander K, 171 Church Lane, #14, Los Angeles, CA 90049, US,
  JOHNSON Robert M, 808 Montrose Avenue, South Pasadena, CA 91030, US,
Legal Representative:
  MORINO Fabio E (et al) (agent), Skjerven, Morrill, MacPherson, Franklin &
    Friel LLP, Suite 700, 25 Metro Drive, San Jose, CA 95110, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200055791 A2 20000921 (WO 0055791)
  Application: WO 2000US6846 20000315 (PCT/WO US0006846)
  Priority Application: US 99124847 19990317; US 99371614 19990810
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM DZ EE ES FI
  GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV
  MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA
  UG UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 16598

Fulltext Availability:
  Detailed Description

Detailed Description
... on
  top of operating system 250, which in turn controls
  hardware layer 260. Hardware layer 260, in turn,
  provides a physical connection to global-area network
  130. Server program 240 also stores and retrieves

information in database 270 via operating system 250.
Users of computer system 100 access the patent and
license exchange of...an "industry competition factor,
defined in Schedule F (Fig. 15F).

Factor F, used only when a license is offered Non
exclusively, reduces the suggested listing price, S,
5 by.

List price = S / F Eq. 8
  ...value = S * (di) − Xe−r(T−t) (d2) Eq. 11
Where
d2 < di and
di and d2 are both lognormal−distributed
Discounted Revenue Valuation Non−medical patent Options
Similarly, options valuation for non−medical
patent follows a simplified.

The accuracy of the Discounted Revenue valuation
methodology in all three markets is dependent not...Of Returns, (Sigma
Squared) And Future Value At Launch
(FV) Calculation
The variance (sigma2) and future value at launch
(FV) inputs into the exchange suggested list price
calculation are derived from the exchange Pure−play
database, which contains approximately 5−10 publicly
traded "pure play" companies in each of 185 fields of...

 7/3,K/17   (Item 17 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00568560   **Image available**
VOICE OVER DATA TELECOMMUNICATIONS NETWORK ARCHITECTURE
ARCHITECTURE DE RESEAU DE TELECOMMUNICATION VOIX−DONNEES
Patent Applicant/Assignee:
  LEVEL 3 COMMUNICATIONS INC,
Inventor(s):
  ELLIOTT Isaac K,
  HIGGINS Steven P,
  DUGAN Andrew John,
  PETERSON Jon,
  HERNANDEZ Robert L,
  STEELE Rick D,
  BAKER Bruce W,
  TERPSTRA Rich,
  MITCHELL Jonathan S,
  WANG Jin−Gen,
  STEARNS Harold,
  ZIMMERER Eric,
  WAIBEL Ray,
  OWEN Kraig,
  LEWIS Shawn M,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200031933 A1 20000602 (WO 0031933)

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  Application:          WO 99US27658 19991122  (PCT/WO US9927658)
  Priority Application: US 98197203 19981120
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB
  GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA
  MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA
  UG UZ VN YU ZA ZW GH GM KE LS MW SD SL SZ TZ UG ZW AM AZ BY KG KZ MD RU
  TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG
  CI CM GA GN GW ML MR NE SN TD TG
Publication Language: English
Fulltext Word Count: 105482
```

Fulltext Availability:
  Detailed Description

Detailed Description
... event
  components, etc.) generates simple network management protocol (SNMP)
  events or alerts. The NOC uses the events generated by each network
  element to determine the health of the network and to perform other
  network management functions.

  In a preferred embodiment., the invention operates as follows to process,
  for example, a long...ANIs or DALs. This information can include
  information describing class of service restrictions and account code
  settings.

  The database of configuration server 206 contains voice network
  topology
  information as well as basic data tables necessary for soft switch 204
  call processing logic. Configuration server 206 is queried by soft
  switches 204...a method and an invocation of a method. Parameters
  represent the input values to a function that the method must perform.
  The parameters are a list of "typed" values which comprise the
  input data to a particular message. The OOP model may require that the
  types of the values be exactly...

```
? show files;ds
File   2:INSPEC 1898-2009/Oct W4
         (c) 2009 The IET
File  35:Dissertation Abs Online 1861-2009/Sep
         (c) 2009 ProQuest Info&Learning
File  65:Inside Conferences 1993-2009/Nov 03
         (c) 2009 BLDSC all rts. reserv.
File  99:Wilson Appl. Sci & Tech Abs 1983-2009/Oct
         (c) 2009 The HW Wilson Co.
File 256:TecTrends 1982-2009/Nov W1
         (c) 2009 Info.Sources Inc. All rights res.
File 474:New York Times Abs 1969-2009/Nov 04
         (c) 2009 The New York Times
File 475:Wall Street Journal Abs 1973-2009/Nov 04
         (c) 2009 The New York Times
File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13
         (c) 2002 Gale/Cengage
File  23:CSA Technology Research Database 1963-2009/Oct
         (c) 2009 CSA.
File  56:Computer and Information Systems Abstracts 1966-2009/Oct
         (c) 2009 CSA.


Set     Items    Description
S1      21083    (MULTILEVEL OR MULTI()LEVEL OR TIERED OR TIER OR PYRAMID OR
                 NETWORK OR NETWORKED OR MATRIX OR UNILEVEL OR UNI()LEVEL)(2W-
                 )(MARKETING OR PLAN OR PROGRAM? ? OR PROGRAMME? ? OR OFFERING
                 OR PLANS OR SCHEME? ?) OR MLM
S2     114612    (HEALTH OR HEALTHCARE OR HEALTH()CARE OR MEDICAL)(2W)(PLAN
                 OR PLANS OR PROGRAM OR PROGRAMS OR PROGRAMME OR PROGRAMMES OR
                 SYSTEM OR SYSTEMS OR INSURANCE OR OPTIONS? ?) OR MEDICARE OR -
                 MEDICAID
S3        118    S1 AND S2
S4       6691    (PRICE OR PRICES OR PRICING OR CHARGE OR CHARGES OR FEE OR
                 FEES)(3N)(LIST OR LISTS OR MENU OR ITEMI? OR CATALOG OR SHEET
                 OR SHEETS)
S5          0    S3 AND S4
S6          0    S5 NOT PY>2002
S7          0    RD  (unique items)
```

IV. Text Search Results from Dialog

A. Abstract Databases

```
? show files;ds
File    2:INSPEC 1898-2009/Oct W4
          (c) 2009 The IET
File   35:Dissertation Abs Online 1861-2009/Sep
          (c) 2009 ProQuest Info&Learning
File   65:Inside Conferences 1993-2009/Nov 03
          (c) 2009 BLDSC all rts. reserv.
File   99:Wilson Appl. Sci & Tech Abs 1983-2009/Oct
          (c) 2009 The HW Wilson Co.
File  256:TecTrends 1982-2009/Nov W1
          (c) 2009 Info.Sources Inc. All rights res.
File  474:New York Times Abs 1969-2009/Nov 04
          (c) 2009 The New York Times
File  475:Wall Street Journal Abs 1973-2009/Nov 04
          (c) 2009 The New York Times
File  583:Gale Group Globalbase(TM) 1986-2002/Dec 13
          (c) 2002 Gale/Cengage
File   23:CSA Technology Research Database 1963-2009/Oct
          (c) 2009 CSA.
File   56:Computer and Information Systems Abstracts 1966-2009/Oct
          (c) 2009 CSA.


Set     Items   Description
S1      21083   (MULTILEVEL OR MULTI()LEVEL OR TIERED OR TIER OR PYRAMID OR
                 NETWORK OR NETWORKED OR MATRIX OR UNILEVEL OR UNI()LEVEL)(2W-
                )(MARKETING OR PLAN OR PROGRAM? ? OR PROGRAMME? ? OR OFFERING
                OR PLANS OR SCHEME? ?) OR MLM
S2      114612  (HEALTH OR HEALTHCARE OR HEALTH()CARE OR MEDICAL)(2W)(PLAN
                OR PLANS OR PROGRAM OR PROGRAMS OR PROGRAMME OR PROGRAMMES OR
                SYSTEM OR SYSTEMS OR INSURANCE OR OPTIONS? ?) OR MEDICARE OR -
                MEDICAID
S3        118   S1 AND S2
S4       6691   (PRICE OR PRICES OR PRICING OR CHARGE OR CHARGES OR FEE OR
                FEES)(3N)(LIST OR LISTS OR MENU OR ITEMI? OR CATALOG OR SHEET
                OR SHEETS)
S5          0   S3 AND S4
S6          0   S5 NOT PY>2002
S7          0   RD  (unique items)
```

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? show files;ds
File 149:TGG Health&Wellness DB(SM) 1976-2009/Oct W1
        (c) 2009 Gale/Cengage
File 444:New England Journal of Med. 1985-2009/Oct W4
        (c) 2009 Mass. Med. Soc.
File   5:Biosis Previews(R) 1926-2009/Oct W4
        (c) 2009 The Thomson Corporation
File  73:EMBASE 1974-2009/Nov 03
        (c) 2009 Elsevier B.V.
File 155:MEDLINE(R) 1950-2009/Nov 02
        (c) format only 2009 Dialog
File  34:SciSearch(R) Cited Ref Sci 1990-2009/Oct W4
        (c) 2009 The Thomson Corp
File 434:SciSearch(R) Cited Ref Sci 1974-1989/Dec
        (c) 2006 The Thomson Corp
File 129:PHIND(Archival) 1980-2009/Nov W1
        (c) 2009 Informa UK Ltd
File 130:PHIND(Daily & Current) 2009/Nov 03
        (c) 2009 Informa UK Ltd
File 455:Drug News & Perspectives 1992-2005/Aug
        (c) 2005 Prous Science
File  74:Int.Pharm.Abs 1970-2009/Aug B1
        (c) 2009 The Thomson Corporation
File  42:Pharm. News Index 1974-2009/Oct W1
        (c) 2009 ProQuest Info&Learning
File 625:American Banker Publications 1981-2008/Jun 26
        (c) 2008 American Banker
File 637:Journal of Commerce 1986-2009/Nov 04
        (c) 2009 UBM Global Trade
File 169:Insurance Periodicals 1984-1999/Nov 15
        (c) 1999 NILS Publishing Co.


Set     Items    Description
S1       9081    (MULTILEVEL OR MULTI()LEVEL OR TIERED OR TIER OR PYRAMID OR
                 NETWORK OR NETWORKED OR MATRIX OR UNILEVEL OR UNI()LEVEL)(2W-
                 )(MARKETING OR PLAN OR PROGRAM? ? OR PROGRAMME? ? OR OFFERING
                 OR PLANS OR SCHEME? ?) OR MLM
S2     872228    (HEALTH OR HEALTHCARE OR HEALTH()CARE OR MEDICAL)(2W)(PLAN
                 OR PLANS OR PROGRAM OR PROGRAMS OR PROGRAMME OR PROGRAMMES OR
                 SYSTEM OR SYSTEMS OR INSURANCE OR OPTIONS? ?) OR MEDICARE OR -
                 MEDICAID
S3       1257    S1 AND S2
S4      11438    (PRICE OR PRICES OR PRICING OR CHARGE OR CHARGES OR FEE OR
                 FEES)(3N)(LIST OR LISTS OR MENU OR ITEMI? OR CATALOG OR SHEET
                 OR SHEETS)
S5          7    S3 AND S4
S6          4    S5 NOT PY>2002
S7          4    RD  (unique items)


 7/3,K/3     (Item 3 from file: 149)
DIALOG(R)File 149:TGG Health&Wellness DB(SM)
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01150478     SUPPLIER NUMBER: 06787180     (USE FORMAT 7 OR 9 FOR FULL TEXT)
Rx: buy right. (businesses need to manage cost of health care; includes
  related article)
```

...   costs.
      * Companies have adopted utilization review procedures, such as
requiring certification before a hospital stay and a second opinion before
surgery.
      * They have offered HMO (health maintenance organization)
plans that promised to be a lower-cost alternative to traditional
indemnity or fee-for-service insurance.
      * They have turned to self-funding, leaving the insurance...

...providers a reason to work for this goal."
      ALLIED'S PLAN. Through a threeyear contract with Cigna Corp.,
Allied-Signal in March instituted a managed health-care
plan that by 1990 will cover the company's 65,000 salaried and other
nonunion employees, plus dependents, This single national plan, which will
replace the...continuing:
      * New and expensive technology.
      * An aging employee base, requiring more care.
      * Unnecessary surgical procedures.
      * Cost shifting. The government, for example, was shifting costs from
Medicare to the private sector. Hospitals were shifting costs from
in-house to outpatient care.
      Plus, "a whole new array of factors" was appearing, Mr. Duva...

...costs for three years boggles my mind," says the benefits director of
another large corporation.
      A BELL PLAN. Southwestern Bell Corp. has a similar managed
healthcare plan. Self-funded, administered by Prudential
Insurance Co., it places no cap on company costs, however. And, unlike
Allied-Signal's, it includes union employees and...

...is for many more organizations to demand such arrangements," he
contends.
      In the Allied-Signal plan the employee selects a primary-care
physician from the network, whether he plans to use him or not.
When service is needed, he can go to that physician and receive all the
network benefits.
      The network physician is...two years.
      Most providers continue to resist corporate attempts at securing
information, however. In Erie, Pa., Lord Corp. has surveyed area pharmacies
and posted a price list for its employees. "But when you get
into the heavyhitting stuff, the hospitals, we've found it impossible," Mr.
Busch complains. "Our coalition in town...corporations and other healthcare
managers are beginning to negotiate more attractive prices, the providers
are shifting costs to companies not yet bargaining, charging a higher "
list price."
      "This dynamic," Mr. Moynahan believes, "will bring a lot more players
[companies] into the business of negotiating with the providers. What
ultimately will happen, hopefully...

...DESCRIPTORS: Health insurance--

 7/3,K/4   (Item 1 from file: 637)
DIALOG(R)File 637:Journal of Commerce
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Export Opportunities
JOURNAL OF COMMERCE (JC) - March 15, 1993
By: Information Supplied by the U.S. Dept. of Commerce
Edition: Five Star Section: TRADE Page: 4B
Word Count: 3338

...S. dollar value: approx $100,000. Payment: sight draft.

   Response data: From manufacturer only: no. Language: English Best way to
respond: fax. Information desired: catalogs, price lists.
Primary buying factor: quality, price, delivery time. Seeks long-term
regular supplier.

   Company data: Trading company. Established: 1967. Employees: 10. Annual
sales: US$12,000...

...needed by: asap. (See post remarks.)

   Response data: From manufacturers only: no. Language: English. Best way
to respond: fax, letter. Information desired: product literature, export
price list , financing terms. Primary buying factor: should be
known brand name.

   Company data: Importer/representative. Established: 1992. Employees:
five. Annual sales: US$400,000. Member of...

...above-mentioned products. Company newly established, however, executives
have over 15 years of sales experience in area of optical goods. Company is
forming wide sales network throughout Greece/plans to open
branch office in Thessaloniki, second-largest city in Greece. Post contact:
Debbie Mitilineou.

   Contact: Kyriakos Magiras, Managing Director, Unitedmed Traders Co., 3
Agiou...requests 2 samples.

   Response data: From manufacturers only: yes. Language: English, German.
Best way to respond: fax, letter, phone. Information desired: detailed
product information with price quotes, reference list. Primary
buying factor: price, quality, delivery time.

   Company data: Worldwide manufacturer/distributor of long-term blood
pressure measuring equipment. Established: 1989. Employees: 3. Annual
sales: approx. DM4 million. Member...
...S. firms represented: none.

   Post remarks: Urgently needs product. Interested U.S. suppliers urged to
contact Mr. Korth asap.

Contact: Uwe Korth, M.E.S. (Medical Equipment Systems), Fackensief 4, W-5190 Stolberg/Vicht, Germany. Tel: 01149 2402-72819. Fax: 01149 2402-72585.

Please send a copy of your response to:

Commercial Section...

...by: NA. U.S. dollar value: approx $50,000.

Response data: From manufacturer only: no. Language: English. Best way to respond: fax. Information desired: catalogs, price lists. Primary buying factor: price, quality, delivery time. Seeks long-term regular supplier.

Company data: Trading company. Established: 1970. Employees: 30. Annual sales: US$900,000. Member of business chamber...

V. Additional Resources Searched

EBSCOHost and ProQuest were searched.